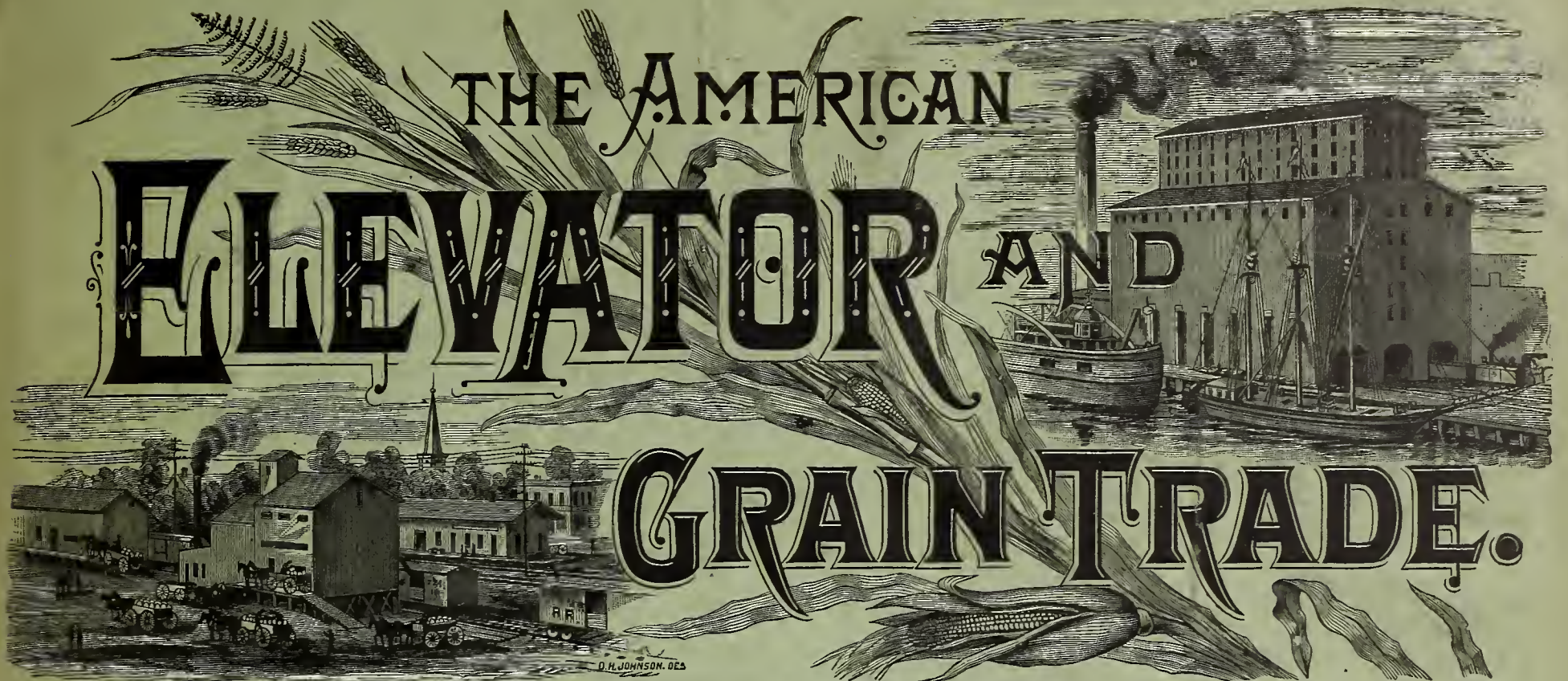


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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
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(INCORPORATED).

VOL. XXVII.

CHICAGO, ILLINOIS, JULY 15, 1908.

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of the Machinery you need for the new elevator, or Repairs and Extensions to your present plant. We will make you

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*of special construction*

**Best Made  
and Cheapest**

—Get our prices—

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AND RUBBER  
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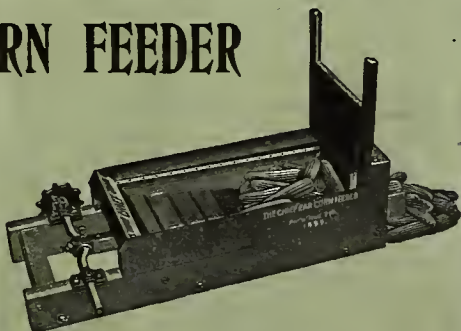
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We also manufacture complete grain elevator equipments. Send us your specifications. Catalogue for the asking.

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Will feed ear corn to a sheller, elevator or drag belt, and will also feed small grain. Occupies less space than any similar device. *The feed is positive and the feeder is strong and durable.* Write for prices and terms.



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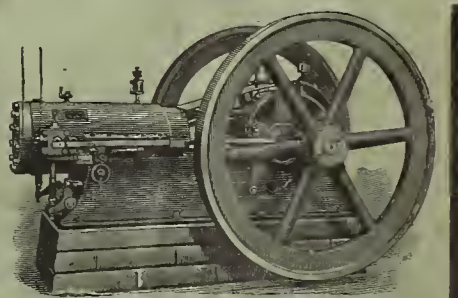
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Foos Engines have been manufactured for TWENTY-ONE YEARS. They are made in an old reliable manufacturing establishment which has its reputation at stake.

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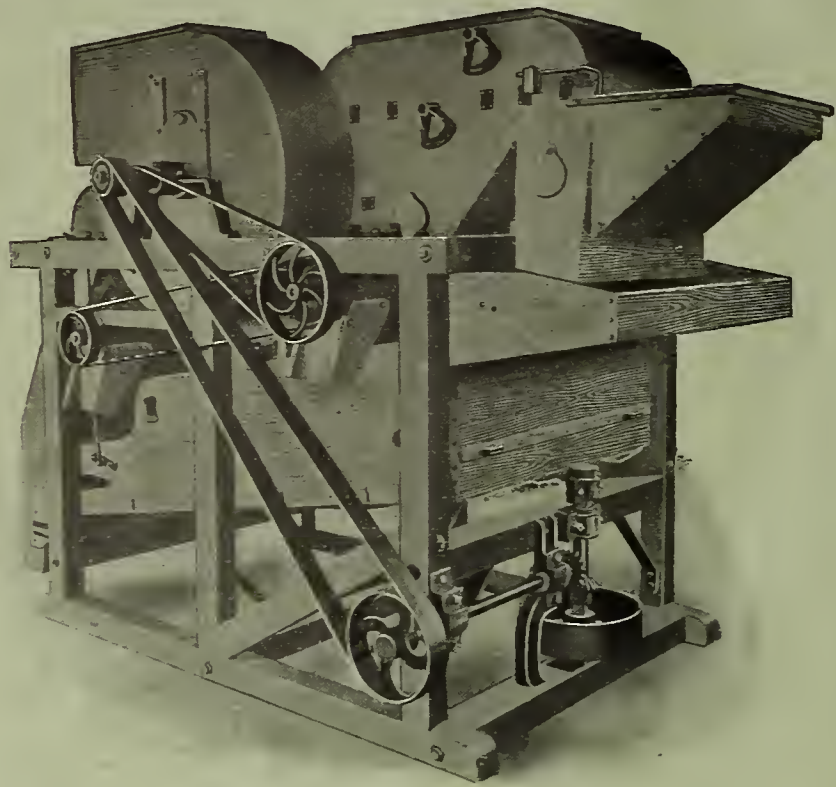
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**FOOS GAS ENGINE COMPANY - Springfield, Ohio**





# The Ohio Oscillating Corn and Grain Cleaner



## THE BEST BUILT AND GIVES BEST SATISFACTION

A perfect machine for cleaning Corn, Wheat or Oats. It meets every requirement of the Elevator trade. It is provided with scalping, main, seed or cockle screens; they are quickly interchangeable. The machine derives its motion from the fan shaft. The vertical eccentric shaft is driven by a pair of noiseless cut bevel gears from the lower counter, which in turn is driven direct from the fan shaft.

Our circular illustrates and describes this machine thoroughly, tells about the air currents, discharge spouts, slides and wickets. Guaranteed to give absolute satisfaction. Will clean all kinds of grain.

Have you seen our Fan Discharge Sheller with Adjustment?

Send for our Catalogue, describing  
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Agents in all parts of the U. S.

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Warehouse and Elevator Machinery and Power Transmission  
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## REMEMBER THAT WE SELL MORE Gerber Distributing Spouts

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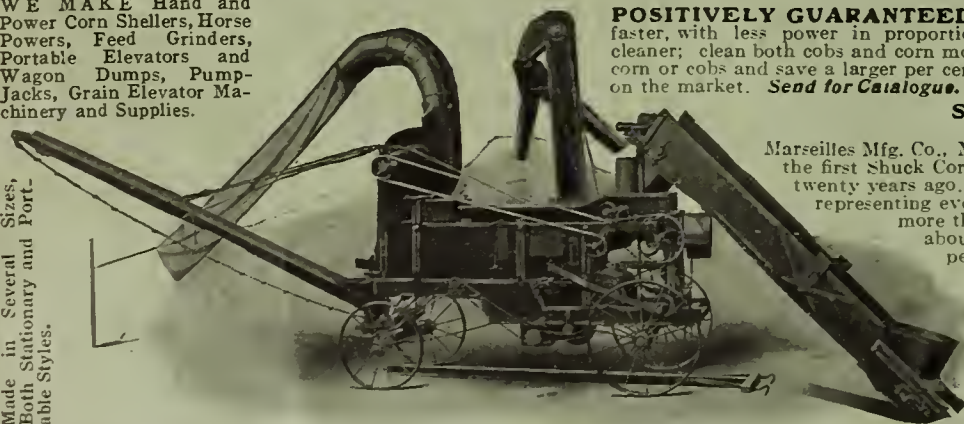
WE MAKE Hand and  
Power Corn Shellers, Horse  
Powers, Feed Grinders,  
Portable Elevators and  
Wagon Dumps, Pump-  
Jacks, Grain Elevator Ma-  
chinery and Supplies.

**POSITIVELY GUARANTEED** to shell either shucked or unshucked corn  
faster, with less power in proportion to capacity; take the corn off the cobs  
cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of  
corn or cobs and save a larger per cent of the corn than any other cylinder sheller  
on the market. *Send for Catalogue.*

### SPEAKS FOR ITSELF

Gainesville, Texas, May 12, 1908.  
Marseilles Mfg. Co., Marseilles, Ill.—Gentlemen:—We purchased  
the first Shuck Corn Sheller you ever made, some eighteen or  
twenty years ago. Since then we have bought 12 or 15 of them,  
representing every improvement, and expect to buy several  
more this season. We have bought one or more of  
about every other make and think we are com-  
petent judges of such machinery. Your Shell-  
ers husk and shell the corn off the cob more  
thoroughly; save it more completely; clean  
both the shelled corn and the cobs more  
perfectly; require less power in proportion  
to capacity; are more durably constructed  
and cost less, loss of time and cost of re-  
pairs considered, than any sheller we  
have ever used. We have thrown out  
every other kind of Corn Sheller we ever  
bought and have replaced them with  
yours. KEEL & SON. By J. Z. Keel.

Made in Several Sizes,  
Both Stationary and Port-  
able Styles.



MARSEILLES MANUFACTURING COMPANY, Marseilles, Ill.

Branch Houses and General Agencies at Principal Distributing Cities



## BE SURE

To equip your Grain Elevator  
Building with our light self-  
lifting passenger lifts.  
Strong and substantially  
made.

### INEXPENSIVE, QUICK

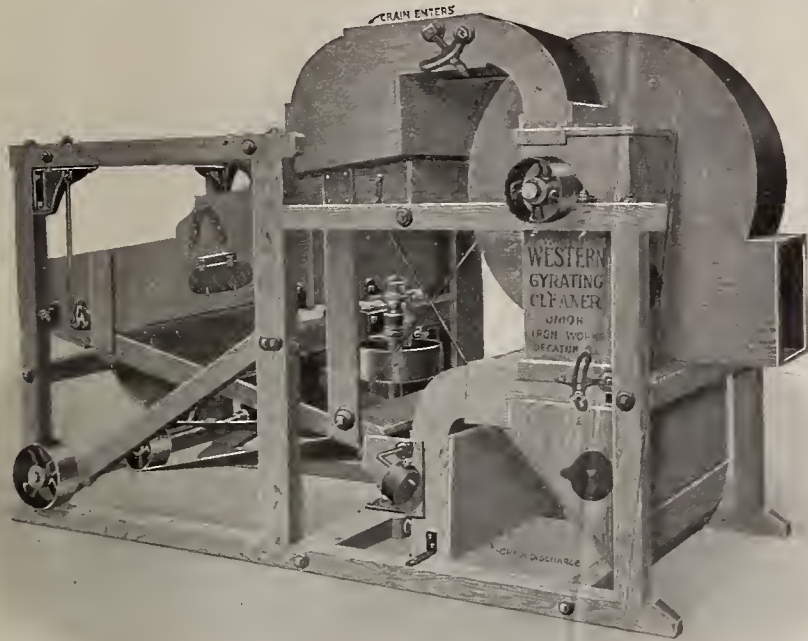
No more work climbing  
stairs. Cost no more than  
stairways and take up one-  
quarter the room.  
Correspondence Invited.

**SIDNEY ELEVATOR MFG. CO.**  
Sole Manufacturers SIDNEY, OHIO

WANT ADS in this paper bring  
results. Rates on application.



# "Western" Gyrating Corn Cleaner



May 26, 1908

Union Iron Works Co.,  
Decatur, Ill.

Gentlemen:—In reply to your letter of recent date are pleased to say that the Gyrator Cleaner purchased from you last season is giving the best of satisfaction. It is an excellent Corn cleaner, and have cleaned Buckwheat on same with equally good results.

Yours truly,

The Pilliod Milling Co.

Made in seven sizes. Capacities from 200 to 1,800 bushels per hour

## CLAIMS

WE claim greater capacity, better separation, better cleaning, better balance (less vibration), better control, greater durability, and last but not least, the most convenient and least expensive machine to install.

We refer without permission to the following users of our Gyrating Cleaner:

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J. L. Brainerd Grain Co.,	-	Pawnee, Ill.
Brady Bros.,	-	Payne, Ohio
G. W. Bishop & Co.,	-	Palestine, Ill.
Barnett Bros.,	-	Barnett, Ill.
Farmers' Elevator Co.,	-	Ransom, Ill.
C. A. Hight & Co.,	-	Dalton City, Ill.
Jones & Sheets (2),	-	Sidney, Ohio
Logan & Co.,	-	Nashville, Tenn.
Ottawa Co. Co-op. Assn.,	-	Rocky Ridge, Ohio

Spellman & Spitly,	-	Lincoln, Ill.
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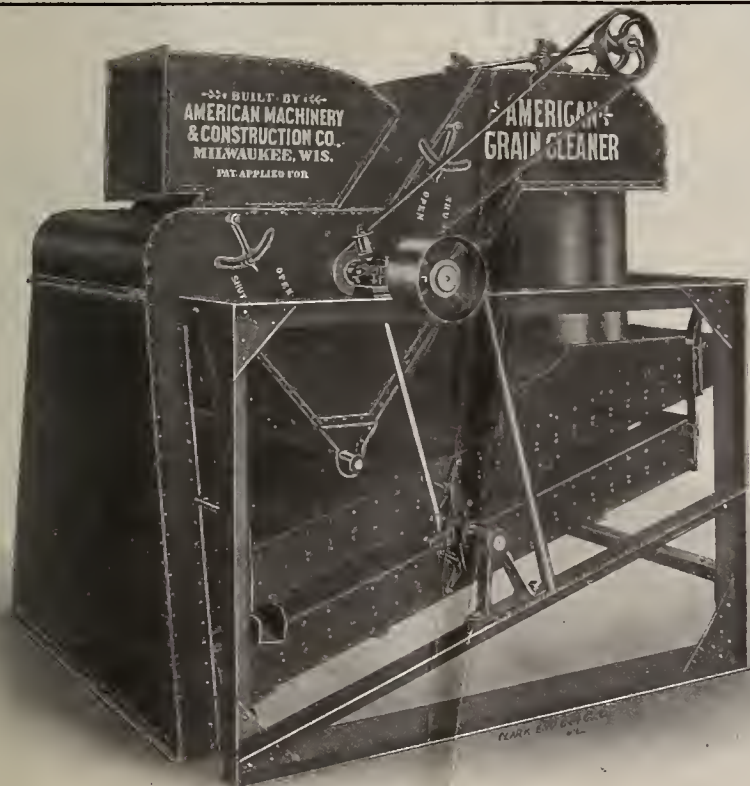
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We also make the "Western" Corn Sheller.

UNION IRON WORKS

:-:

Decatur, Illinois



## The AMERICAN GRAIN CLEANER

leads all others, because it is the only machine which has —  
PNEUMATIC CYLINDERS in which about 90% of the impurities are taken out of the grain before it reaches the sieves.  
DOUBLE COMPENSATING SHAKERS, each of which has a full main screen and a full sand screen under each main screen.  
Only one main shaft, which acts as a combined fan and shaker shaft and has only one pair of eccentrics to operate both shakers.  
It has a larger capacity, cleans more thoroughly, requires only half the power and less attention than others.

These machines are built in two styles, All Steel and Wood and Steel Combined

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## The AMERICAN CYCLONE ASPIRATOR

has a capacity many times greater than any other machine used for the same purpose.  
For separating Oats, Chaff and all light impurities from Wheat, Corn, Rye and Barley it has no equal.  
It is used in maltheuses and breweries for removing the sprouts, chaff and dust from the malt as it comes from the kilns.  
It is built on the same principle as the American Grain Cleaner, but does not have the shaker sieves.

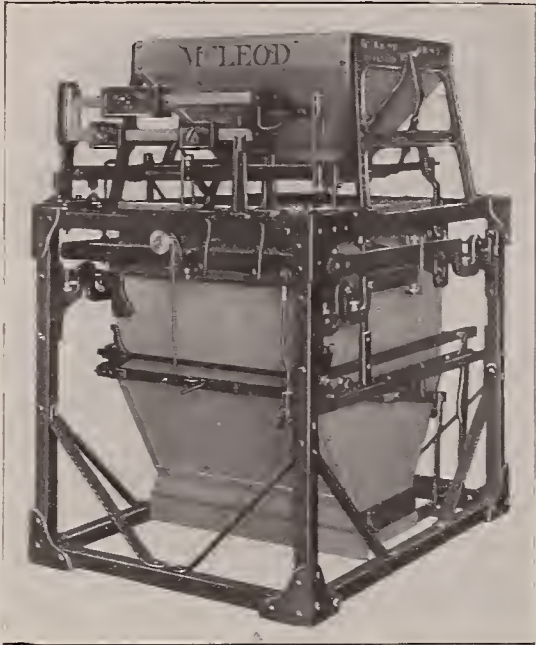
# American Machinery & Construction Co.

103 W. Water Street, Milwaukee, Wis.



## THE McLEOD AUTOMATIC SCALE

*The scale that weighs*



**H**AVE you ever seen an automatic scale choke up on light oats or straws in the grain? Of course you have, but not a McLEOD!! We guarantee them against this.

Do you want an automatic scale that can be set in one second to weigh by hand, thus testing at any stage of your work whether your grain is running uniform or varying in grade? If so, you want a McLEOD.

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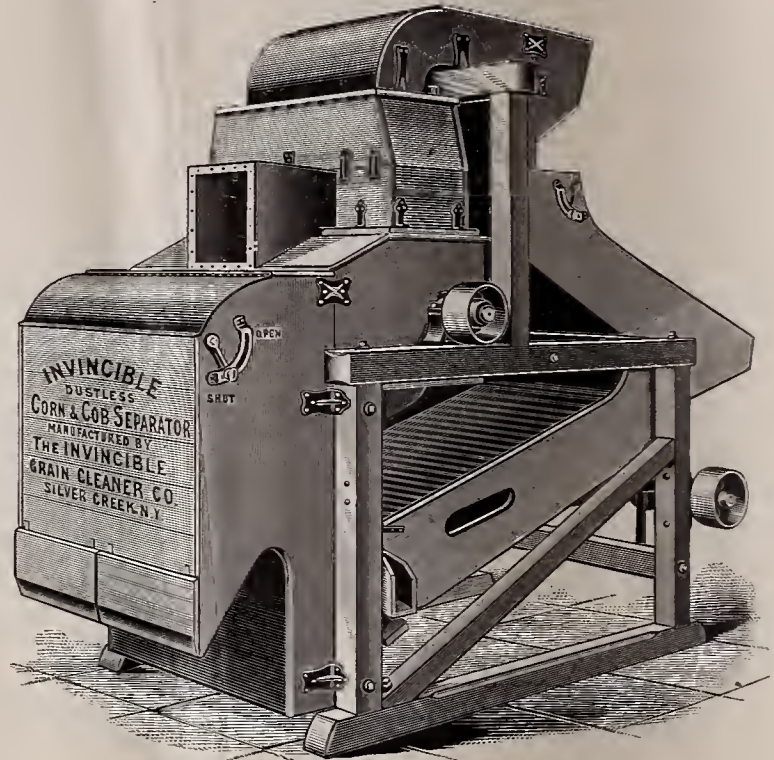
Agents wanted among grain men everywhere  
For catalog and terms address

**McLEOD BROS., - Bloomington, Ill.**

## CLEAN YOUR CORN

This Separator takes out cobs, silks and all foreign matter and gives a high grade of corn.

It is the most popular corn and cob separator on the market, the result of its extremely nice work. Order now.



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**SILVER CREEK, N. Y., U. S. A.**

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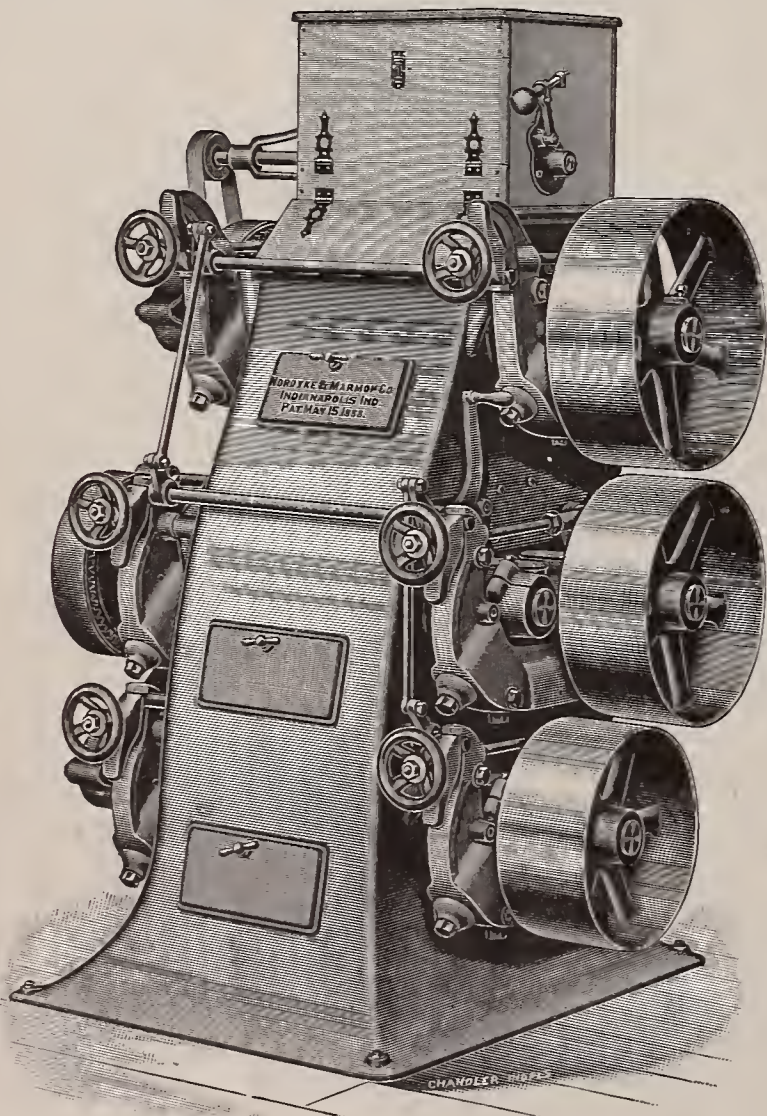
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The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

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America's Leading Flour Mill Builders

Established 1851

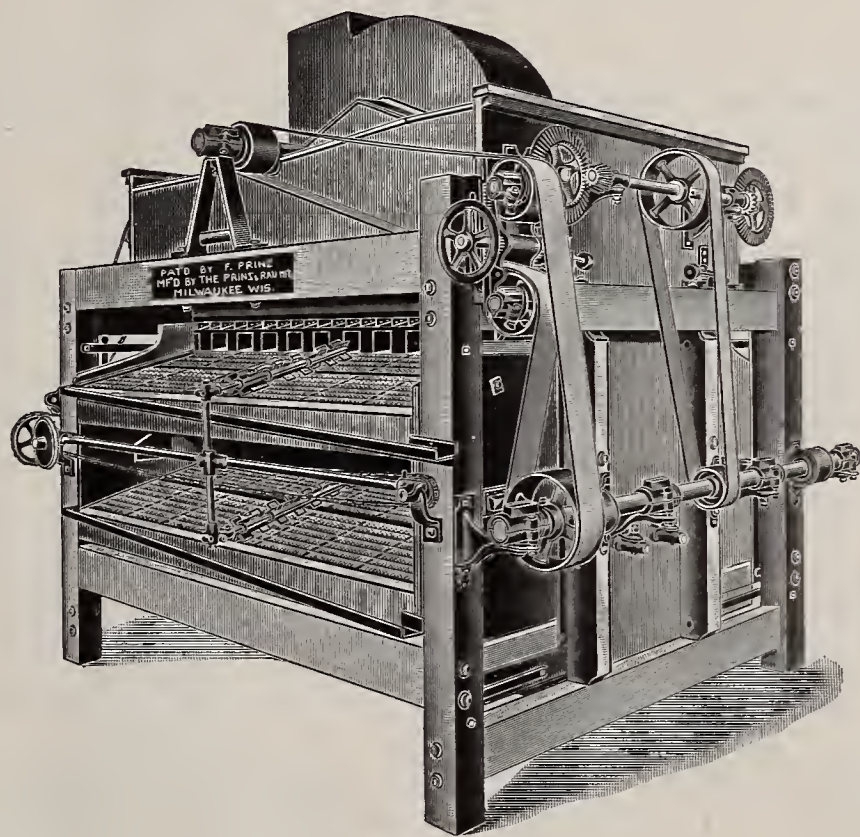
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*The Best for Elevator Service*

# PRINZ AUTOMATIC SEPARATORS

**A Radical Departure From Old-Style  
Machines**



The screens are of sheet steel, with seed screen at head of each sieve.

A perfect automatic feeder spreads the grain the entire width of sieve.

A patented automatic traveling sieve cleaner keeps the sieves clean at all times.

A large slow-running fan provides a steady suction.

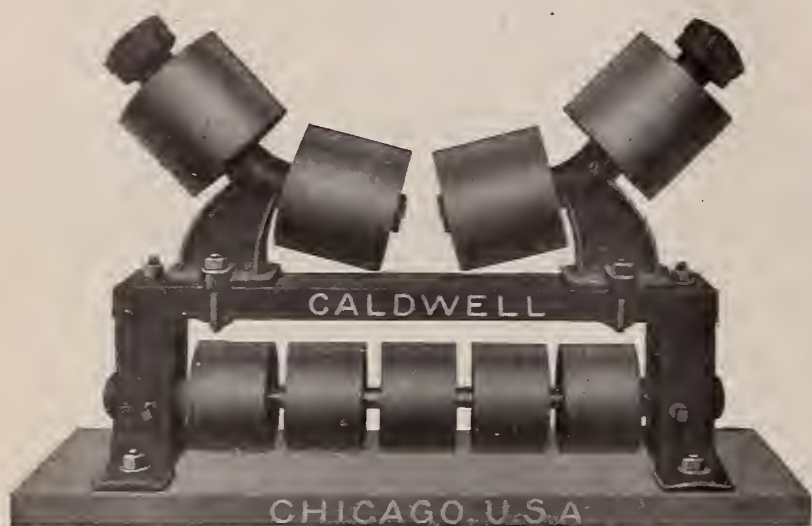
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Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies.

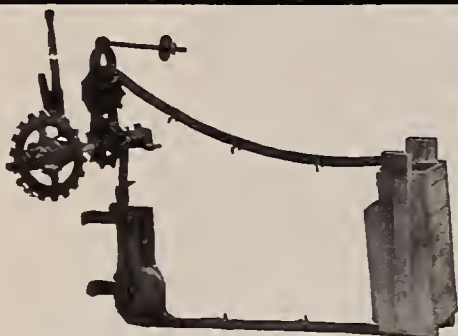
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Chicago, Western Ave., 17th-18th Sts.

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### DEEP STORAGE

annex, in which you can handle all kinds of grain with one conveyor? Any capacity

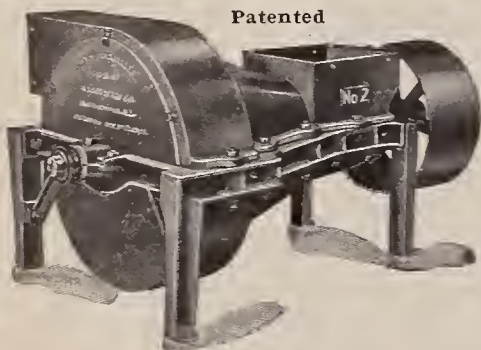


(B. S. C. Chain Feeder and Conveyor)



(No. 26-77 B. S. C. Chain for Ear Corn)

Patented



(United States Corn Sheller)

desired to the Boot, or **U. S. CORN SHELLER** another money saver. No steel tank or pit; no lower hopping; quickest installed; cheapest repaired; less space and power; positive feed and adjustment; shells clean; capacity as rated; made rights and lefts, over or under discharge to suit *your* location. *Which shall it be?*

Sold by all Responsible Elevator Builders

**B. S. CONSTANT CO.,** Bloomington, Ill.

## AIR DRIED GRAIN

(NOT KILN DRIED)

The Ellis Drier insures even and perfect drying at low temperatures. The only machine where the air passes through the grain uniformly and reaches every kernel. Built in all sizes from five bushels' capacity and up.

**"Ellis Grain Drier"**

**ELLIS DRIER CO.**

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### SAVES MONEY IN BIG CHUNKS

#### Because

It saves 20 to 30 minutes' time unloading every wagon, and all manual labor.

Think what that means to the man that hires men and teams and the man behind the "scoop" shovel.

It unloads the largest wagons in 2 to 5 minutes

Handles ear corn, wheat, shelled corn, any kind of grain, sugar beets, or anything that can be handled with a "scoop."

Two men can set it up or take it down. A boy can operate it

Let Us Show You Why  
They are Superior to Others



Send for  
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FURNISHED MOUNTED ON TRUCKS WHEN DESIRED. Also with or without Horizontal Top-Conveyor, or Swiveled Flexible-Telescoping Delivery Spout. We can furnish any length or style of outfit, to meet any requirement. We also make a full line of Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Pump Jacks, etc.

**MARSEILLES MANUFACTURING COMPANY, Marseilles, Ill.**

Branch Houses and General Agencies at  
Principal Distributing Cities



GOES LIKE SIXTY  
SELLS LIKE SIXTY  
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**GILSON**  
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For Pumping, Cream  
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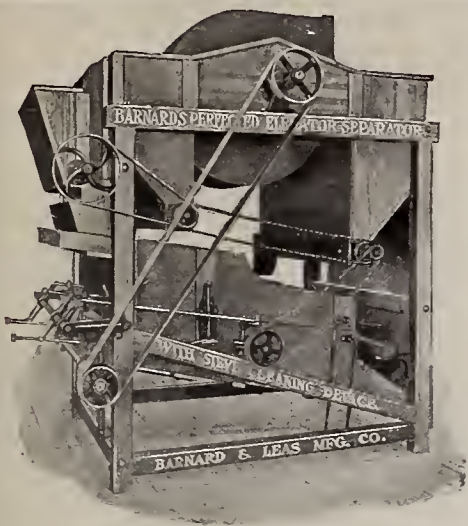


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POWER

CORN SHELLER

**CO. BARTLETT & Co.**  
CLEVELAND O.





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We make or supply everything necessary to completely equip Elevators of all capacities.

Barnard's Perfected Separator with Sieve Cleaning Device.  
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Other Shellers and Cleaners.

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Belting of All Kinds.  
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Elevator Supplies of every description.

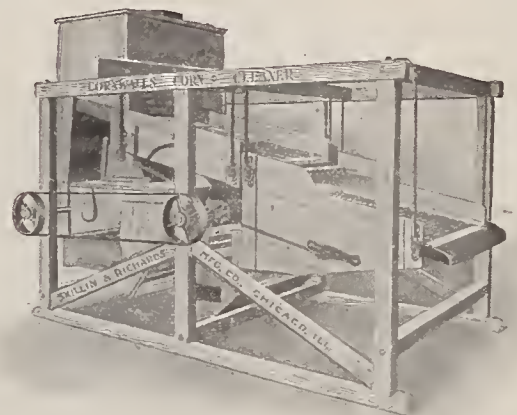
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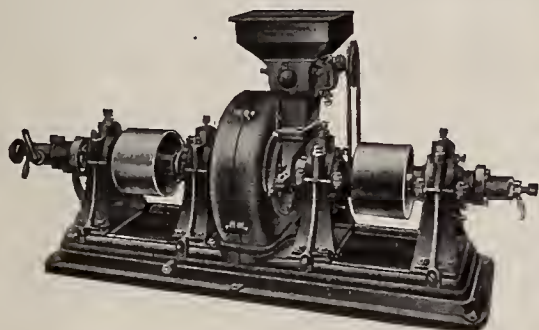
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### Elevator Machinery and Supplies

MOLINE, ILL.



**Hundreds  
OF  
Satisfied  
Users**



## Monarch Attrition Mills

give such universal satisfaction that we have hundreds of testimonials from pleased customers. Our mills are working on all kinds of materials in all parts of the country and under every conceivable condition. And in each instance the verdict is the same — SATISFACTION. This means that the **Monarch Attrition Mill** is **RIGHT** in every detail. It stands hard service and makes feed that sells. If you want to know all about feed grinding, send for

### OUR NEW CATALOGUE

It covers the scientific grinding of feed thoroughly. It treats the subject from a new standpoint and also tells why the Monarch has phosphor-bronze interchangeable bearings; cable-chain oilers; double movable base; safety spring; quick release; relief spring; special adjustable endless belt drives; hammered steel shafting; ball bearings and other improvements not found in competing mills.

Mention amount and kind of power you expect to use for operating a mill

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## The "Eureka" Corn and Wheat Dryer and Cooler



Dries the grain uniformly and extracts any percentage of moisture desired.

Most economical, dries continuously, inexpensive to adopt.

Cools hot grain.

Built in capacities of five bushels to any quantity.

*Satisfactory Results Guaranteed*

### The S. Howes Company

"Eureka" Works

SILVER CREEK, N. Y.

"Eureka"

Grain Cleaners

Oat Clippers

Feed Packers



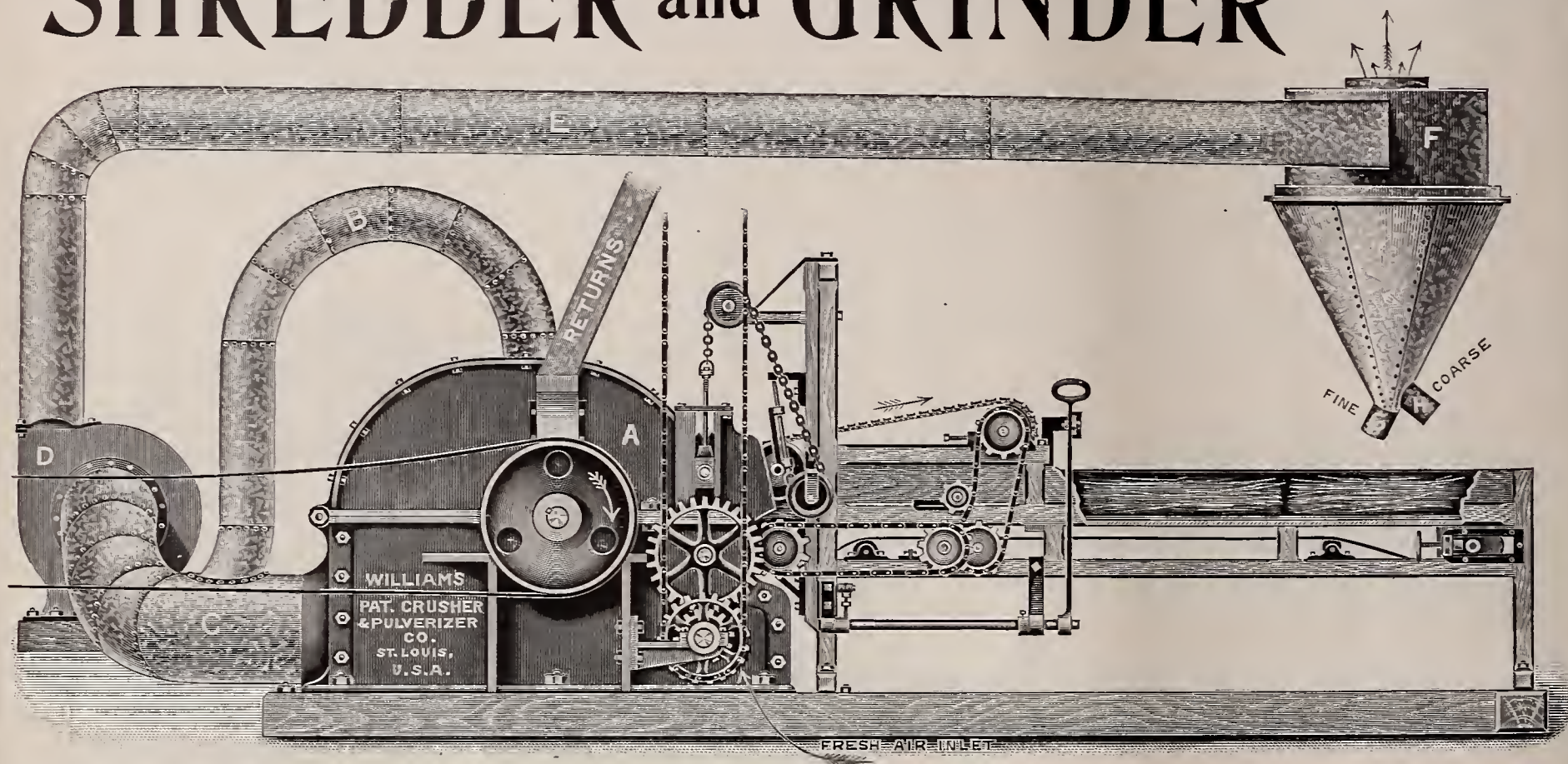
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## THE ONLY VERSATILE FEED GRINDER EVER PRODUCED

They will reduce EAR CORN with the HUSK on.

They will reduce ALFALFA HAY from the BALE or from the STACKS.

They will reduce ALFALFA HAY and EAR CORN together.

They will reduce ALFALFA HAY and SHELLED CORN together.

They will reduce ALFALFA HAY and OATS together.

They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.

They will reduce ALFALFA HAY and PEA VINES.

They will reduce EAR CORN ALONE or SHELLED CORN ALONE.

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They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

They will reduce ANY FORAGE material or CEREAL, together or separately.

They will reduce GREEN CORN from the field.

They will reduce CLOVER HAY, TIMOTHY or ANY KIND OF STRAW.

They are CUTTERS when desired, GRINDERS when desired and SHREDDERS when desired.

They are COB CRUSHERS when desired.

They will reduce COARSE OR FINE by changing cages.

They will reduce OAT HULLS, RICE HULLS, FLAX SHIVES or any other FOOD MATERIAL.

They produce two grades of goods AT THE SAME TIME, coarse and fine, BY OUR COMBINED SYSTEM OF COLLECTING AND SEPARATING.

They WILL GIVE DOUBLE THE CAPACITY FOR THE POWER EXPENDED AND COST FOR REPAIRS OF ANY KNOWN GRINDER ON EARTH.

We have a corps of competent milling engineers in the field making estimates and taking contracts for the installation of complete alfalfa meal plants, from the stump up.

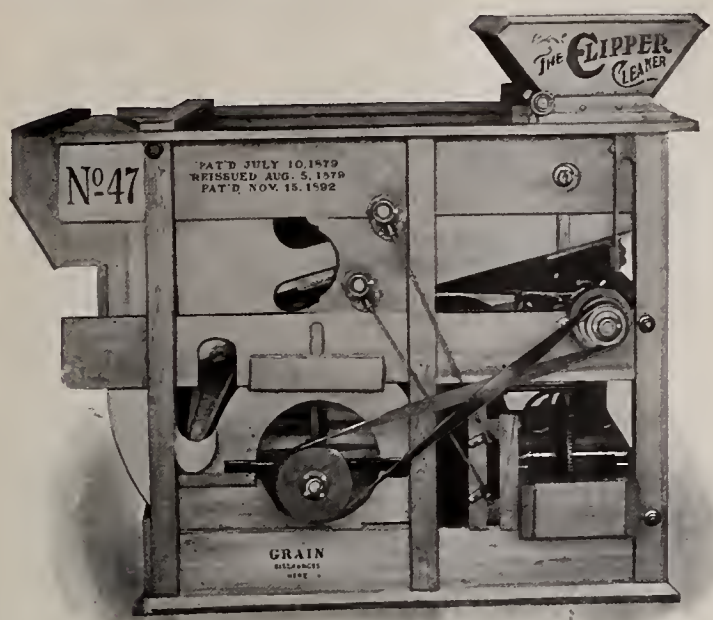
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## The No. 47 Clipper Cleaner

is unequaled for handling seeds or grain in local elevators. This machine has Traveling Brushes on the screens, which enables you to keep it working to its full screen capacity all the time. It is very light running, strongly built, easily installed and simple in operation. We guarantee this Cleaner to give perfect satisfaction on clover seed, timothy or any kind of grain, and it can be operated with

one-fourth the expense for power of any suction cleaner on the market. It will not require over one-half of one horsepower on clover or any kind of seed, nor over one horsepower on grain. If you are looking for a first-class, up-to-date cleaner of moderate capacity, we would be glad to send you catalog and give prices and particulars upon request.

**A. T. FERRELL & CO., Saginaw, W. S., Mich.**

## WET HARVESTS LATE PLANTING IMMATURE CORN

have no terrors for the owner of a

## HESS GRAIN DRIER

He is not only insured against loss, but is enabled to make a profit on tough grain which his less fortunate competitor, *having no drier*, cannot handle.

We have all sizes ready for instant shipment. Our Carload-a-day size (\$900.00) can be set up quickly, without a building, and can be put into use in a very few days after placing the order.

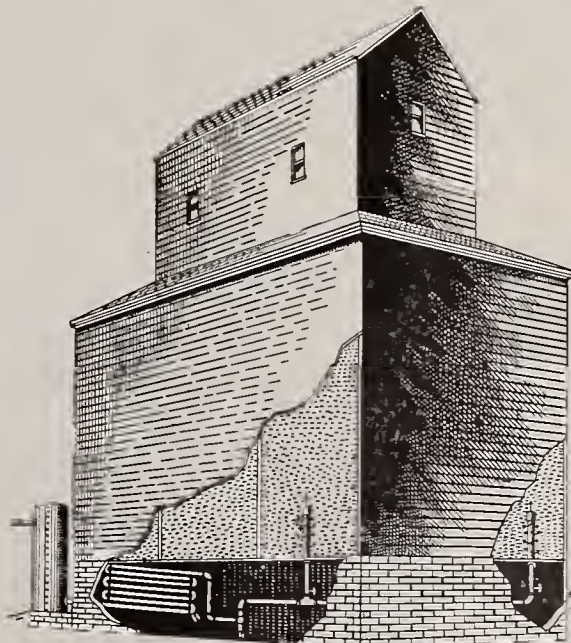
The time to install a Drier is during the Summer or Fall. You will then be ready for the season's business. Free booklets.

**Hess Warming & Ventilating Co.**

910 Tacoma Bldg., :: CHICAGO

## Johnson's Grain Dryer and Renovator

A Pneumatic Process for Cooling and Drying Grain Without the Use of Heat or Chemicals.



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E. G. Isch & Co.,  
Peoria, Ill.

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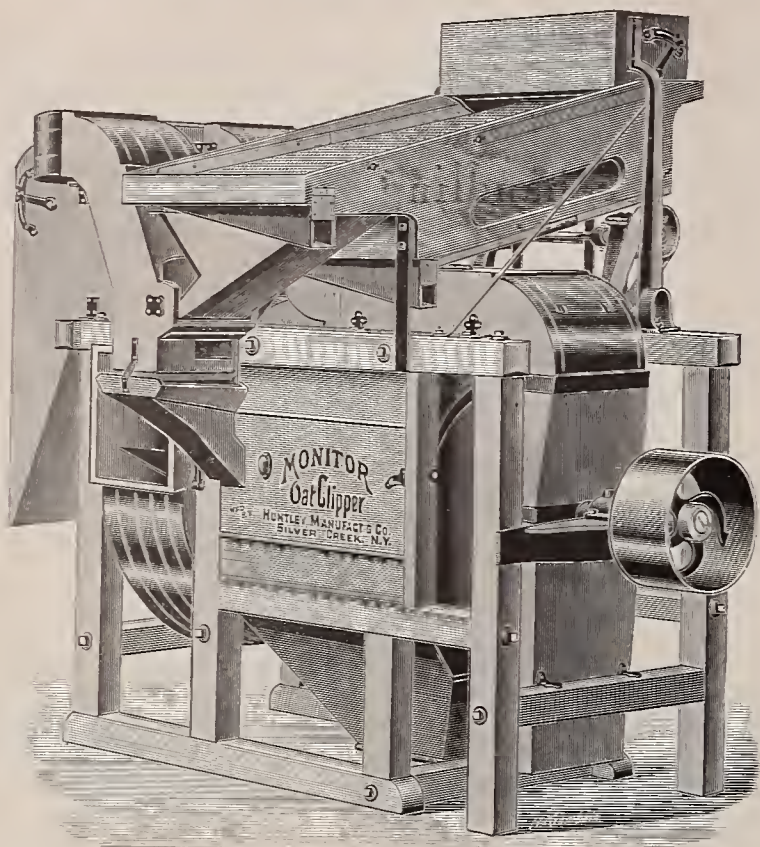
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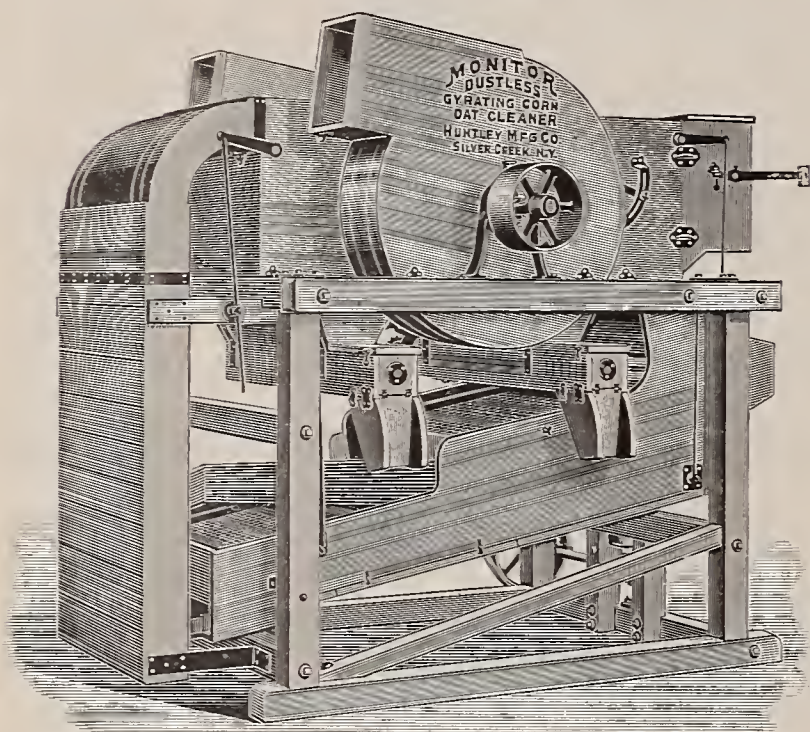
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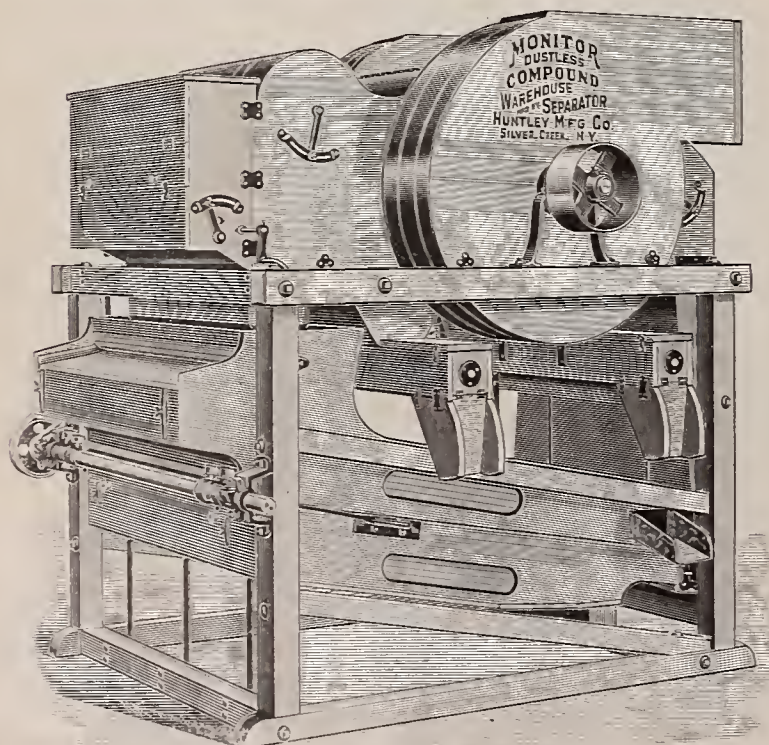


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### A MODEL BRICK ELEVATOR.

The cut below represents a new feature in grain elevator construction and shows a receiving, mixing, cleaning and transfer elevator having 90,000 bushels' capacity, with the entire construction built from common brick and laid in Portland cement mortar. The building is located at North Town Junction, Minneapolis, and was erected for the Gould Elevator Company.

The elevator is 41x80 ft. in size and contains 32 bins, all elevated and hopper bottomed. The foundations rest on piling, with the reinforced concrete mat placed over the entire surface in place of the old style grillage. This concrete mat is 12 inches thick and is made in the usual manner of Portland cement, sand, crushed rock and gravel. The foundations of the building were lowered in about six feet of water, which required constant pumping while the foundations were being placed, but when the concrete was once set, it gave a perfectly dry basement throughout. The outside of the footings and the stone walls were all pointed and plastered over and then covered with two coats of pitch, which goes to show that concrete properly constructed can be made absolutely watertight.

The basement of the elevator is 12 feet in height. The footings under the basement walls are all made of concrete reinforced, while the main walls are built of rubble stone laid in Portland cement mortar. In this basement was placed the elevator boots, not sunk in pits, or pans, as was the old method, but placed directly on top of the floor so that they can be cleaned out at any and all times in case of choke-ups. Another feature of this improvement is that the basement can be kept strictly

clean, as there is no possible chance for decaying and foul grain accumulating as there is in the old style of elevator with the boots sunk to the lower level than the general basement.

On top of these rubble walls commences the brick work. The working floor is 22 ft. in height,

legs with 20x7-inch cups and four cleaning legs, with 12x7-inch cups. Each leg, as well as all other machinery, is independently driven by electric motor. The weighing of grain is done on Fairbanks, Morse & Co.'s Track Scales, one set of scales being used for receiving and another for weighing out.

The shovel machines are placed on the outside of the building or in the car sheds, delivering the grain by pit to the elevator boot in the basement, whence it is elevated to the bins above. The striking feature of this elevator is that the work, or the handling of grain, is done on the first floor, no men being required at the top of the house whatever, as the elevator legs are supplied with a J. J. Gerber Distributing Spout, which delivers grain to every bin in the house. These spouts, or turn heads, are operated by means of a cable from the working floor, which obviates the necessity of having anyone at the top of the elevator.

The needle machines also are placed at the top of the elevator, which saves one elevation of the grain during the process of cleaning, while the arrangement of the house reduces the operating expense to as near the minimum as possible, and all the help required be-

ing the men on the shovel machines and the superintendent to look after the distribution of the grain on the inside.

The elevator is designed for a rapid-handling house, and it is the intention of the owners in the future to add some considerable storage to their property. The power is electric and each machine as stated is driven independently by an electric motor and any one piece or part of the entire equipment can be run independent of any other part. This is all that is in operation, no long shaft-



A MODEL BRICK ELEVATOR AT NORTH TOWN JUNCTION, MINNEAPOLIS.  
Designed and Built by S. H. Tromanhauser.

and at this point commences the bin work. The interior portion of the elevator, or bins, is supported on steel posts and I-beams, all-steel hopper bottoms, and on top of these girders or beams commences the brick work forming the bins of the elevator. The bins proper are 50 feet deep and above the bins is constructed the distributing floor, 22 feet high, and above this again is a 12-foot floor containing the elevator heads and leg machinery.

The elevator is equipped with four receiving



ing whatever being used in the building. The car puller is placed on an independent foundation and in a separate building and is also driven by an electric motor. The current is supplied by the Minneapolis General Electric Company and is conducted a distance of nearly sixty miles from their Taylor Falls plant.

The elevator was designed and built by S. H. Tromanhauser of Minneapolis, and the new feature of the building is the arched brick wall and brick construction throughout. The floors are all concrete. The elevator leg casing and heads are built of steel, thus making the elevator fireproof throughout. Mr. Tromanhauser controls this arched wall system of construction by patent in the United States, Canada and England. In the past seven years he has constructed quite a number of these brick elevators, all built on the arched-wall principle, and all of them are giving absolute satisfaction, as brick has been demonstrated to be the best material of which to build grain elevators. There is not a crack nor a defect to be found in any of these buildings and they are absolutely fireproof; and, further, brick has been found to be the best fireproof material in which to store grain, as it keeps the grain in good condition at all times, for the brick walls are free from moisture. This statement will be doubted by a great many, but experience has shown it to be a fact; and so in place of dampening the grain on account of moisture or condensation in the wall, they act as a partial dryer, and, further, the walls are all built solid, with no air space, proving conclusively that the hollow wall, or air space in the wall, is an erroneous notion.

#### ILLINOIS GRAIN DEALERS' ASSOCIATION.

The following are President Wayne's appointments of standing committees for 1908-1909:

Executive—H. A. Hillmer, Freeport; G. D. Montelius, Piper City; J. L. Brainerd, Springfield.

Constitution—C. W. Savage, Virginia; Walter Adkins, Prentice; Geo. W. Banks, Irene.

Railroad—R. C. Baldwin, Bloomington; Thomas Ogden, Dewey; F. J. Rapp, San Jose.

Legislative—Lee G. Metcalf, Illinois; A. M. Blythe, Gays; C. V. Barr, Plainfield.

Rules of Trade—H. J. Truby, Joliet; E. W. Crow, Blue Mound; M. C. Camp, Bement.

Appeal—N. A. Mansfield, Niantic; Geo. Barrett, Pana; T. D. Hanson, Villa Grove; D. G. Corbin, West Point; Ed Burt, Shannon.

Arbitration—C. C. Miles, Peoria; Abel Brooks, Bloomington; J. P. Woolford, Galton.

Insurance—J. N. Hairgrove, Virden; B. F. Quigg, Minier; C. H. Wade, Paris.

Finance—R. T. Railsback, Hopedale; F. L. Warner, Chenoa; W. J. Culbertson, Delavan.

Transportation—H. H. Newell, Chicago; J. L. Bush, Tuscola; W. C. McGuire, Champaign.

#### DEATH OF JACOB EPPINGER.

Jacob Eppinger, at one time one of the four greatest wheat exporters on the Pacific Coast, died in San Francisco on June 23 after an illness of several months. He was 70 years of age. He was a native of Germany.

In 1902 Jacob Eppinger was supposed to be one of the wealthiest grain merchants in California, with a practically unlimited credit and a reputation of enviable character. In 1903 came the sensational failure of the firm of which he was the head, when it appeared that only the female side of the family owned anything.

The investigation that followed the failure resulted in the indictment of Jacob, Herman and Joshua Eppinger and James Deming on charges of obtaining money under false pretenses. They were accused of having borrowed money from different banks, giving as security warehouse receipts for wheat which had no existence in their warehouses, by which methods they were alleged to have secured more than three-quarters of a million dollars.

After much delay the aged grain merchant was placed on trial, but the jury disagreed; more delay followed, during which all records in the case were destroyed in the fire of April, 1906, and

since then continuances have been asked for by the District Attorney from time to time on the ground that he was unable to find copies of the indictments. It was thought at one time that the Eppinger methods would result in a new grain warehouse law in California, so scandalous were the charges made; but no such legislation has, we believe, obtained.

The late grain merchant is survived by a widow, four sons and two daughters.

#### J. C. YOUNG.

J. C. Young of Michigantown is one of the older grain dealers of Indiana, whose active business career in grain and milling covers no less than thirty-four years—a long time as measured by the changes in markets and methods in this great Middle West of ours. All of these years in business, too, have been spent in Clinton County, where, in March, 1853, he was born, where until 1874 he lived the life of a farmer's son, and



J. C. YOUNG.

where he received his literary and business education.

Mr. Young's first experience in the grain business was as owner of the elevator at Sedalia, Ind., where he was also station agent of the Vandalia R. R. This property he sold in 1882, and went to Frankfort, the county seat, where he formed a partnership with J. A. Campbell, with whom he did business for four years as Campbell & Young. In 1886, the firm of R. M. Sims & Co. was formed, Mr. Campbell selling out his interest in the grain business to R. M. Sims and Moses De Camp and Mr. Young buying an interest in the mill owned by the latter gentleman. This connection continued until 1889, when Mr. Young sold his interest in the firm of R. M. Sims & Co. and bought the mill of Wm. Scott & Co. on the Vandalia R. R., at Frankfort. He operated this mill as well as dealt in grain there until 1891, when the property was destroyed by fire. Then he went to Michigantown and bought the grain elevator there which he still owns and operates. During the year 1892 he formed a partnership with C. E. Chapin and rebuilt the grain elevator at Frankfort, which was afterwards sold to J. D. Fritch and J. M. Brafford. In 1900 Messrs. Young and Brafford organized the Cyclone Grain Co. at Cyclone, Ind., where they built and operated an elevator on the Monon Route. Mr. Young soon after sold his stock to Mr. Brafford and has since confined his business to Michigantown.

Mr. Young has taken an active interest in association work ever since such work became a

factor in the grain business in Indiana. He organized what is known as the Clinton County Association of grain men, at present one of the local associations operating under the constitution and by-laws of the Indiana Grain Dealers' Association, and it was one of the first of such organizations formed in Indiana. He was elected president of that Association at its first meeting and has never been permitted to retire from that office since; and it is a credit to his personal character and executive ability that that Association has a membership of about thirty and that perfect harmony exists within its jurisdiction.

[For the Iowa Railway Club.]

#### GRAIN DOORS.\*

BY GEO. A. WELLS.

I have recently read a published article, an extract of which is as follows, viz.:

Out of the confusion of contending influences, where the railroads, seeking by combination to get away from the pressure of competition, have been checked by government control, while expansion is blocked by the lack of more unoccupied territory into which to expand, and while the shipper cries out against car famines and freight congestion and the traveling public clamors for lower rates, there is emerging the new policy of intensive railroading.

I am informed that one of the Western railroads alone spends about \$250,000 annually for temporary grain doors, which amount is about 4 per cent of the gross earnings of the grain tonnage hauled by that road. If such be the case, I believe it is reasonable to estimate, without having the facts at hand, that the railroads of this country are spending possibly \$3,000,000 per annum for temporary grain doors, a sum sufficient to build complete nearly 4,000 freight cars. This enormous expenditure is an expense that must be deducted from the net earnings of the railroads and be covered by the rate of freight charged for hauling the grain. I believe that this is only one item of several, where the aggregate amount of money expended is entirely unreasonable, and that if the officials and employees of the railroad companies will earnestly consider such matters, they will solve the problem and obtain the necessary improvement.

A few years ago the Grain Dealers' National Association appointed a special committee, of which H. A. Foss, chief weighmaster of the Chicago Board of Trade, was chairman, and a vigorous effort was made to induce the railroad companies to give attention to and make an effort to improve grain car equipment, including particularly the grain doors; and so far as I know the officials of the railroad companies gave the matter very indifferent consideration, and nothing substantial was ever done. It is indeed encouraging to know that the necessity for more intensive railroading has prompted the railroad officials now to give this matter consideration.

The relations between shippers and railroads are different to-day than before the enactment of the interstate commerce law. Under the new order of things, the Government and the People, who are the shippers, have assumed a responsibility that will require a spirit of co-operation if the best results are to be obtained. To continue in a general way the old spirit of antagonism would be like "cutting off our nose to spite our face." Reduced rates or improved service will necessarily follow economy in unnecessary expenditures. The grain dealer who steals grain-door lumber to build sidewalks and chicken coops does not in my opinion show the proper spirit and is not acting in harmony with the new order of things.

It would certainly seem that if the officials and employees of the railroad companies and the grain shippers and receivers would co-operate with each other, to that end that something could be done to reduce the large expense for grain doors as now

\*A paper read by the author, secretary of the Iowa Grain Dealers' Association, before the Iowa Railway Club, at Des Moines, Iowa, on June 12, 1908.



provided, until a better grain door is developed; and in order to stimulate effort in the development of a permanent grain door that will be economical and practical, I would suggest that the railroad companies jointly offer a prize for the best suggestive idea of a permanent grain door, having a committee of competent men to make the award, and that the prize be sufficiently large to interest the most competent minds in the subject. I believe that it is possible to have a practical, permanent grain door. Pending the development of a permanent grain door, there is certainly a great opportunity to economize the use of the temporary grain doors.

The idea of uniformity in the kind of temporary grain door to be used by the different railroad companies (which I understand has already been considered by the committee of railroad officials appointed to investigate this matter) is the fundamental basis of such economy. If all railroad companies would adopt a uniform kind of temporary grain door, made up in a uniform style and of similar kind of lumber, and jointly arrange to secure as much salvage at terminal grain elevators where cars are unloaded as possible, accumulating and sorting up the salvage in the best practical manner, so that it could be shipped out again to country stations, much saving would result. Certainly this ought not to be difficult to accomplish if the railroad companies will proceed to organize the joint arrangement as required at the different terminal markets.

It is very important to first determine the best kind of a temporary grain door, and this question will stand much investigation in order to get at the practical requirement from both the railroad and shippers' standpoint. I have noticed that railroads supply grain-door lumber of every kind and quality imaginable and often pile it up out of doors, where it is subject to waste and stealage, besides damage by rain and sun warping and twisting the boards so that they are not suitable to build a tight door. It would seem to me better economy to provide a good quality of lumber and to store it where it will not be exposed to the weather or stealage.

It is practically necessary to double the boards, otherwise they will bulge and permit leakage. It is practically impossible to open the grain door in unloading grain without destroying the bottom boards of the door in order to let out sufficient grain to relieve the pressure and permit taking off the upper boards. I presume that more boards are destroyed, however, than is necessary.

Many grain shippers give little thought as to the best plan of building a grain door, and, in fact, work without a plan and seem to imagine that the more nails and spikes they use the less chance there is for a leak, nailing the top boards just as hard as the others. If a uniform temporary grain door could be adopted by all the roads, it might be well to conduct a campaign of education with the local station agents and grain shippers by providing each station agent with circulars, plans and specifications for building grain doors, having such plans prepared by a competent person.

The grain shipper naturally feels that cooping old and decrepit cars and building grain doors is work that does not properly belong to him, but that it is the duty of the railroad company to furnish a safe carrier for grain and that the railroad company is responsible for the delivery at destination of all the grain loaded into the car at shipping point.

The C. & A. road has arrested one C. M. Smith who in January last attempted to steal two carloads of corn from Blackstone station, on the Dwight branch. He obtained from the agent's office two way-bills and properly filled them out, directing that the cars be transferred at Chicago to the Lake Shore for Toledo. He had them consigned to himself. Then slipping into the depot he extracted from the conductor's files the genuine

bills and substituted his. When the train came on the conductor found the two bills, and, accepting them as genuine, picked up the cars and took them into Chicago. They were in bad order, however, and were delayed twenty-four hours at Toledo for repairs. In that time the New York firm to whom the corn had been sold began to ask for information of the shipment. The Blackstone agent reported that the corn had been properly billed to New York, but the conductor said it was billed to Toledo. The way-bill showed that the cars had come from the Dwight branch. The secret service finally got a description of the man, who was located in Waukegan. He has been indicted in Livingston County, Ill.

#### G. E. ADY.

G. E. Ady, president of the Colorado Grain Dealers' Association, is one of the leading grain dealers of the "Centennial State" as well as of Denver, where his business is located. As in



G. E. ADY.

every state where the trade is unorganized, Colorado dealers have suffered greatly in recent years because of that fact, which for a time seemed impossible of change, several attempts at organization having failed; but the men who appreciated most fully what organization would do had not abandoned hope or effort, and the new Colorado Grain Dealers' Association, with about forty members, seems now well started on the road to permanency and continued usefulness under the direction of G. E. Ady of Denver, president; T. F. Savage of Denver, vice-president; G. S. Clayton of Denver, secretary; T. L. Jamison of Trinidad, treasurer; and W. C. Moore of Ft. Collins, D. L. Upton of Colorado Springs and Albert Wright of Denver, directors.

The Association will stand for the strict honesty of the trade in all transactions and will be prepared to vouch for the reliability and integrity of its members and will furnish to proper parties on proper occasions reliable information as to the standing of any firm doing business in grain in Colorado.

#### OHIO SHIPPERS ORGANIZE.

The committee appointed at the Piqua, O., meeting in May, of grain shippers of Ohio and Indiana, to consider apparent inequalities of rates, met again at Piqua and organized a permanent association to be known as the Ohio and Indiana Grain Shippers' Traffic Association. About 100 members pledged. A constitution and by-laws were adopted and the following officers elected:

President, Leroy Urmston, Tipton, Ind.; vice-president, Joseph Wolcott, Conover, O.; secretary, Harry W. Kress, Piqua; treasurer, Joseph Coppock, Fletcher, O.; governing board, W. T. Palmer, Ce-

lina; O. T. Rozell, Troy; Lawrence Schunck, Celina; J. A. Washburn, Remington, Ind.; Claude Loughry, Monticello, Ind., and J. W. Owens, Saratoga, Ind.

The purpose of the organization is to procure and disseminate information for mutual benefit, convenience and protection of its members and to see that equitable railroad rates are established and maintained.

[For the "American Elevator and Grain Trade."]

#### INTRICACIES OF SPECULATION.

BY L. C. BREED.

Speculation in grain may be divided into two classes, viz.: Dealing in the actual grain and dealing in "options"; though many persons operate in both. Again, speculation is followed by a large number of parties as a business; while there is also a great body of people, who are engaged in other lines, that may be termed transient speculators. Speaking broadly, the most successful speculators are the men who are best posted. In this direction the big operators have a manifest advantage, since the volume of their business warrants an expenditure for information which the smaller speculator cannot undertake.

There are a good many parties who speculate transiently, that ignore some factors which they ought to take into account, if indeed, they are aware of them. These factors vary with the time of the year when a party enters the market and among the more important are the following:

The visible supply; crop conditions at home and abroad; the domestic and foreign demand; financial conditions; receipts at the leading centers; the volume of speculation; the demand for the product (i. e., flour); the price of corn which sympathetically affects the wheat market; the average quality of wheat; the relative price of cash wheat and that of the "future"; indications of manipulation; the attitude and present occupation of farmers as affecting deliveries; weather conditions; the probable quantity of old crop wheat or farm reserves for seeding; the status of the prevailing sentiment.

There are, of course, some other factors of minor importance, but a sufficient number have been enumerated to indicate ample opportunity for the exercise of judgment when the fullest information has been secured concerning the situation.

Parties who carry wheat, as is well known, usually sell as fast as they buy, and when the "futures" command carrying charges, their course is reasonably clear and safe, but in case the cash wheat is selling at a premium, regular "hedging" is not practicable.

The outsider sometimes expresses surprise at the small fluctuation which frequently is witnessed in the price of wheat for future delivery running along sometimes for several days. This fact alone shows that there is at the base of the speculative market a sufficient volume of legitimate business to warrant the existence of the custom of selling for future delivery, and indicates that the price of wheat is fixed at as near its market value at any given time as it is possible for the largest handlers to determine, barring, at rare intervals, manipulation which results in establishing a "corner."

The first car of new wheat at Chicago from the crop of 1908 was received on June 27 from Central Illinois. It was no grade in quality on account of admixture with wild onion, but was heavy weight. It was sold by the J. Rosenbaum Grain Co. to the Armour Grain Co.

According to Professor J. Wilkes Jones, Indiana has ninety-two county corn growing organizers at work, who have planned a series of ninety corn shows, practically one for each county, which will bring out the best corn of the state from the farms, and the best of all of these it is expected will get to the National Corn Exposition at Omaha in December.



## OHIO GRAIN DEALERS AT CEDAR POINT.

The Ohio Grain Dealers' Association met in twenty-ninth annual convention at Cedar Point, Ohio, July 2 and 3. The morning session of July 2 was called to order in General Assembly Hall at 10:30 a. m., by President A. B. Beverstock of Lexington, who introduced J. P. Ryan of the Cedar Point Resort. Mr. Ryan made a very cordial address of welcome, to which H. S. Grimes of Portsmouth responded. President Beverstock then read his annual address, as follows:

It is highly gratifying to see this splendid gathering of representative dealers in grain—not only the representation from our own state but the gentlemen who have come over the line from nearly all points of the compass to be with us on this, the occasion of our twenty-ninth anniversary. To all we extend the glad hand of association greeting, and when this meeting is a thing of the past and we have returned to our homes, may each and every one of us be able to say, "It was well to be there." This will be the case if each member will do his duty, and I consider the first duty we owe the Association is to attend every session and every minute of every session of this convention. In my public school days, I remember a certain grammar school teacher making a plain business statement, to the effect that she would be responsible for the successful passing of examinations at the end of the year if we were present every day. That teacher made good and so did every scholar of that school. Cedar Point is a very beautiful place and there are many attractions, but let us first give our attention to the business of the Association, as the sessions are short, and there is plenty of time for pleasure. I am, therefore, safe in assuring each and every one present that you will receive some benefit and learn something that will result in profit to your business if you will attend all sessions of this convention, and I believe you will enjoy the remaining time a great deal more.

Our acquaintance and frequent association is the best means of eliminating the selfishness of competition. Your presence here to-day emphasizes your interest in association work and is an acknowledgment of the fact that our condition is benefited by co-operation. We must bear in mind that an association of this kind is and will be exactly what we make it, and I believe the time has now come when the Ohio Grain Dealers' Association should no longer stay in the background. Instead of being on the defensive for the protection of our members, I feel that we should assume the aggressive. If we weigh our achievements with the advancement made in other state organizations, we will be found wanting, even though we possess every qualification for being more effective than we are at present. I have suggested one or two plans during the past year, one of which was appointing a vice-president for each county to have it as his duty to get all dealers in his county to join the state Association and help in the collection of dues; but it did not appeal to some of the other officers, and I may have been mistaken about the time being opportune for such an advanced movement to be inaugurated.

I have also in mind for your consideration the admission of hay dealers. There has been some talk of a state association of hay dealers, which may be one of the organizations of the near future. As a large percentage of grain dealers are dealers in hay, it will no doubt be satisfactory to them. If we can double or treble our present membership by the acquisition of hay dealers, it would place us in a position to render valuable assistance to a large percentage of our present membership and by increasing our membership give us sufficient funds to pay our secretary a salary that would warrant his giving more of his time to the work of the Association. I am thoroughly convinced that we must have more local organizations than we have at present to make our state Association as far-reaching and productive of results as it should be. We should bear in mind that it is just as important for a state association to have well organized and effective locals as it is for the Grain Dealers' National Association to have well organized state associations. The first cause of action against our present policy is that we haven't sufficient income from dues to make an aggressive fight against anything. We have four-fifths as many members as the Illinois State Association and our annual receipts are only one-fifth as much. We are able to pay our secretary only one-fifth as much as is paid the various secretaries in several other states. There is no money for traveling over the state to organize new locals or to encourage the present local associations that are trying to exist. I believe in handling the business of this Association as if it were my own, and earnestly hope that my successor and his governing

board may be able in some way to make this Association more far-reaching and especially more successful in establishing more effective local organizations, which may have at least sufficient funds to pay expenses of local secretaries for going, when necessary, to pacify dealers who are paying unreasonable prices, and try to get them into line. I dare say that the Middle Ohio Grain Dealers' Local is as effective and has put more money into the pockets of its dealers than any other local association, but even it has not sufficient funds to pay car-fare for the local secretary. I earnestly hope that some plan may be devised that will accomplish this result without making it necessary to withdraw our financial support from the National Grain Dealers' Association, and I fear that it may come to that if we do not move to dispel this general apathy that seems to be pervading our ranks.

The previous administration was conspicuous for its effort to promote the uniform grading of grain; and if this administration is to be conspicuous for anything, my desire is that it may be for disseminating the gospel of buying only clean grain. Now is the accepted time to make this cru-



EX-PRES. BEVERSTOCK AND MAYER OF OHIO, SEC'Y McCORD AND PRES. REYNOLDS OF THE NATIONAL.

sade, as farmers will make slight resistance when the system is inaugurated, especially now, while feed is high. I never fail to take advantage of an occasion to mention this subject, as I consider it one of the most important with which dealers have to contend, and you will therefore pardon me for mentioning it again. I refer to the plan of cleaning all wheat that comes to the elevator, paying only for the clean grain and allowing the farmer to take home the screenings. When feed is low and wheat of low test, any other plan of handling is suicidal. Forty years ago nearly every farmer in the country had a fanning mill and never thought of marketing his grain unless it was thoroughly cleaned. Why should we allow this evolution to be backward instead of forward? It shows that we are retrograding instead of keeping pace with or taking a step ahead of our fathers of forty years ago. Times are changing, conditions are different, the national policy of the country bearing the seal of the President is to adapt itself to the handling of business and affairs in an up-to-date manner, and the grain business must keep pace with this evolution. This has been a freak year with nearly everything handled by the grain dealer—oats a failure, corn a nightmare, and the handling of hay for half the year has been termed the act of a suicide. Those of you who have emerged from this conglomeration without loss are to be congratulated; and if there is anything to be found on the right side of your ledgers, you are entitled to a medal from this Association, whether or not you ever get it.

I stated in my semi-annual address at Columbus that too many dealers come to these meetings expecting to discover some of the devious and uncertain ways of grain speculation, and when they do not find them, are disappointed and indifferent.

It is just this class of men who are still loaning grain bags, contracting for future delivery, and buying wheat without being cleaned. It is this very class that allows the farmer to dictate prices and who can't allow a load of grain to be taken past the elevator when it can't be bought worth the money. To any who may be laboring under such delusions, we can truthfully say that your condition will be materially benefited by a better understanding of the fundamental principles of the trade.

My idea has always been to remedy the evils that lie in our power—to remedy and not chase phantoms or shoot over the heads at benefits that can only redound to benefit our children or our children's children. It behooves us to do such things as will help present conditions. It therefore remains for us to take care of the minor troubles that are dissipating our profits, and if we do, I feel confident that the greater evils will take care of themselves. Of course, if this Association in its wisdom should devise ways and means of augmenting its exchequer by some plan of getting more dealers to join, by increasing the dues, or by admitting the hay dealers, then and in that event, and being fortified with ample funds, we might be in a position to cope with some of the greater evils.

It is customary for the president of an association of this kind to present each of the subject matters handled during the year and to detail an opinion as to the best way of disposing of the same; but our Association is peculiarly favored in a way that makes this unnecessary, as we are fortunate enough to have a secretary who is connected with all of the kindred organizations; and with special reference to his position as secretary of the Ohio Shippers' Association, is in better position to give a synopsis of the matters of legislation, arbitration and railway affairs than it would be possible for the president or any other member of this Association.

The subject of "Agricultural Specials" has been assigned as a special subject to Mr. H. W. Robinson. I have, therefore, seen fit to confine my remarks to my favorite subject of buying only clean grain as well as association work and that which I deem best for the future of this Association.

In conclusion, I wish to state briefly that twenty-nine years have rolled around since a little band of grain dealers met on an island in Lake Erie not far from this spot, for the purpose of discovering ways and means of bettering their conditions. The benefits of co-operation and association were talked over; the evils as well as the agreeable features were discussed. The consensus of opinion was that a trade association should be formed for the betterment of conditions pertaining specifically to the grain trade. The result was the organization of the Ohio Grain Dealers' Association, which is now the parent of nearly 275 similar trade organizations. A number of the younger members who met on that occasion are among our most active members to-day, but nearly all the older ones who constituted that little assembly have passed to the Great Beyond. But the movement they inaugurated and the good they accomplished for succeeding generations still lives and will continue to live in the grateful hearts of appreciative successors. It remains for this splendid gathering to-day of the brightest intellect in the trade, composed of progressive, substantial and successful grain dealers, to keep the standard of this Association on a level with similar associations in other states as well as up to the standard of other trade organizations. I believe this can be done; and if so, I bespeak for the future of this Association a success so great that its achievements may be a fitting monument for the honored and revered members of that little band that met on Put-In-Bay Island nearly three decades ago.

H. W. Robinson said it appeared to him that some of the suggestions of the president were worthy of further consideration, and he moved that the address be referred to a committee of three to take some action thereon. The president appointed the following committee: H. W. Robinson, C. B. Jenkins, H. W. Kress.

## SECRETARY'S REPORT.

J. W. McCord, secretary, made the following report:

Our present membership, consisting of members not in arrears for dues, is made up as follows: Regular members, 78; affiliated members, 229; total, 307 in good standing. We have in arrears for dues for not more than one year 13 affiliated members and 1 regular member. In addition to this we have in arrears for dues for more than one year about 30 affiliated members. Persistent efforts have been made to have all members in arrears reinstated; and unless they are reinstated within the next thirty days, I would recommend that they be dropped entirely from our member-



ship and deprived of all the rights and benefits of the Association.

The president has thoroughly covered the details of the work of the Association during the past year. I will not transgress on your time by repeating the information he has given you. The work of the Association has progressed very satisfactorily during the past year. We have been very active in all matters which are of the greatest importance to the interests of the Ohio grain dealer. We have been very active in promoting "Agricultural Specials," several of which have been run, for which we were responsible, and the success of which can be attested to by the dealers operating along the lines of the different routes covered.

We were very active in legislation, both state and Federal. We also took an important part in opposing Government inspection as provided for in the several bills which were before Congress during the past year, all of which failed of enactment. We were unfortunate in not securing the enactment by the General Assembly of Ohio of a bill introduced by Senator Gayman providing for an appropriation of \$5,000 for agricultural extension work. This bill, with numerous other bills for appropriation, was defeated during the last hours of the General Assembly, not because it lacked merit, but simply as a matter of spite-work on part of members who could not get their own appropriation adopted. We will renew our efforts in this direction in the next session of the General Assembly, and believe that we will succeed in securing a liberal appropriation for this most commendable work.

I wish to call your attention to the most excellent provisions of the Chamberlain law enacted by the General Assembly of Ohio through the efforts of the Ohio Shippers' Association and its allied affiliated bodies, of which we are one. Section 31 of the Chamberlain law provides a remedy for the slow payment or non-payment of just claims of all character against the railroads. You have been fully advised as to the provisions of this law, and I will not consume time in explaining it, unless there are those present who are not familiar with the terms of the law.

The treasurer's report showed balance on hand at the close of the year ending June 27, 1907, of \$161.32, with receipts for the year \$1,101.18, making a total of \$1,162.50. The disbursements were \$1,140.27, leaving balance on hand \$13.23.

President Beverstock then appointed the following committees:

Resolutions—E. W. Seeds, J. C. Motz, H. R. Heffner, C. H. Dewey, F. H. Tanner.

Nominations—P. H. Harsha, Fred Mayer, Jacob House, Joseph Coppock, Charles Myers.

Auditing—M. W. Miller, C. P. Baumann, J. C. Lantz.

E. W. Seeds moved that in connection with the meeting a question box be instituted and a committee be appointed which should answer all questions that might be asked. The motion prevailed.

C. G. Williams, Wooster, Ohio, chief of the department of Agronomy, Ohio Agricultural Experiment Station, made an address on "Better Corn Crops for Ohio," after which the Association took a recess.

#### WEDNESDAY AFTERNOON.

The afternoon session was opened by Prof. A. G. McCall of Ohio State University, who made an address on the subject, "The Ohio Corn Improvement Association." He told what had been done by the various associations and factors at work in increasing the yield of Ohio's two main crops, and said that he looked for a great increase in the yield of both wheat and corn during the next few years. The improvement in the quality of the crops would also be as important as the increase in yield.

Secretary McCord said that the improvement of the crops benefited the dealers of Ohio and he thought they should help financially to carry on the work. He said he would start a fund for the purpose of cash prizes, as outlined by a donation of \$25.

Mr. Grimes thought all were interested in the subject and suggested that each member of the organization be assessed a certain sum in order to make up the amount needed. That would give all a chance to contribute rather than the few.

Mr. F. H. Owens spoke in favor of raising a fund for prizes.

C. B. Jenkins thought that right now was the time to take subscriptions for the fund.

E. W. Seeds was of the opinion that an assessment would be best.

F. H. Tanner moved that the matter be deferred until the report of the committee on resolutions in the morning.

C. B. Jenkins of Marion made an address on the subject, "Our Own Dooryard—Protection of Our Home Resources." Among other things he said: "If you will remember, about ten years ago, our country was confronted by a foreign foe. Our Congress appropriated \$50,000,000 and placed it in the hands of President McKinley, and you know the result. Now Ohio is attacked in a certain way by an enemy through whom the farmer, grain dealer and miller will suffer. I say enemy, and yet these enemies are our brothers. But Ohio must look out for herself. The proposition is this: Our farmers are growing the finest wheat in the country—good No. 2 soft red winter wheat. Flour made from this wheat commands a premium wherever it is sold. The miller and grain men are brothers and interests are alike. You men that are handling flour should handle flour made

A. E. Reynolds of Crawfordsville, Ind., made an address on the subject, "The Uniform Inspection of Grain." We publish the paper on another page of this issue.

E. H. Culver, chief grain inspector of Toledo, in discussing Mr. Reynolds' paper, said that eight years ago the chief inspectors of the various markets declared for uniformity of inspection. Uniformity was the basis on which every inspector would like to work. A few of the grain markets were alike to-day, while only three terminals were working against uniform grades. The majority of inspectors to-day were the fairest set of men obtainable and he knew several chief inspectors who could change places and do as good work as in the places they now occupy. He said the uniform grades should be Nos. 1, 2, 3, 4 and samples. No. 2 should be an export grade, pure and simple. There had been great advancement made in ten years in grain inspection and the future would see still further progress.

#### ON PRESIDENT'S ADDRESS.

H. W. Robinson read the report of the special committee to act on the president's suggestions as follows:



SECY ARTHUR GASSAWAY OF TOLEDO PRODUCE EXCHANGE AND A FEW FRIENDS.

in the state, for it is the best made. It shows best by tests which I and others have made. I appeal to you to handle red winter wheat flour. The farmer, grain dealer and miller should walk arm in arm, for their interests are alike. If there is a dealer here who is handling spring wheat flour, I want to say that that policy is against your interest. It will not help the raising of wheat in your section. Also I would ask that you sell your wheat to the Ohio miller and dealer; don't ship it out of the state.

An address was made by Jos. Timmons of Kenton on "Our Next-Door Neighbor, the Hay Dealer." It will be published in a subsequent issue.

E. W. Seeds read questions from Question Box: "Should a lower grade of grain be delivered on a contract at a differential?"

E. L. Southworth: The millers look at this question one way and the grain man another. The miller would say "no," as he does not want a grade lower than the one called for. For the state of Ohio I would say "yes," for the dealers strive to reach a point where corners would be made impossible. I am not prepared to say whether I would favor the proposition or not. There are some millers who never buy anything lower than No. 2 in their life. They do not want a lower grade at any price.

Question No. 2—"Should interest be paid on draft on consigned grain? Why? and "Should interest be paid on grain sold on track? Why?"

Fred Mayer said that he did not believe interest should be charged. They were not charging interest at Toledo market. He thought the same of grain bought on track.

#### SECOND DAY—THURSDAY MORNING.

Jno. T. Todd, division freight agent of the C., H. & D. R. R. Co., made an address on "The Railroad Tracer System for Tracing of Freight."

Your committee on "President's Report" take leave to suggest the following:

(1) Our attention is first called to the appointment of county vice-presidents. It is the consensus of the committee that the field is not broad enough to encourage proper interest and accomplish effective work. But we do recommend the division of the state in districts by the governing board of the state organization.

(2) We have next been invited to consider the advisability of admitting hay dealers to the state Association, extending the work to this class of the trade, to our mutual benefit. The committee unanimously endorses this recommendation.

(3) In reference to more effective work of local associations, we believe the adoption and putting into effect the above recommendations will result in more effective local work.

(4) Insufficient funds to properly carry on the work of the state Association was next presented for our consideration. In our secretary's report yesterday we learned that our state organization has been collecting about \$900 annually for the purpose of carrying on its work, or an average of about \$10 per county. It is estimated that we have about 900 grain dealers in our state making an average of about \$1 apiece. It is ridiculous to expect effective work from such an insignificant amount. We believe that our constitution should be revised in such a manner as will authorize the collection of a sufficient amount of revenue to give to the dealers of Ohio equal advantages with similar organizations in other states.

(5) In reference to the support of the Grain Dealers' National Association, as mentioned in this report, we realize the necessity of the adoption of the foregoing recommendation, if we continue our relations with that body. We beg to call your attention to the liberal support given to the National Association from the small revenue collected. Under the old Hebrew law but one-tenth was required, and under our organization we have been contributing three-tenths; yet this is a mere pittance compared with what we should give toward this organization. We therefore not only recommend but call your attention to the necessity of raising more funds for the prosecution of this work. In view of this, it will become obligatory for the governing board to devise ways



and means for increasing revenue in a just and equitable manner, according to the benefits to be derived. And that it is our purpose in making these suggestions that we do not merely resolute but act.

It was thought by many that it would be a mistake to invite hay dealers to become members of the Association, and on motion by H. S. Grimes that portion of the resolution referring to the admission of hay dealers was eliminated from the report. The report was then adopted.

Secretary McCord said that all the money spent on association work in Ohio did not appear in the state accounts, as much of the work was done by the local associations which handled their own money affairs.

#### ON LEGISLATION.

E. W. Seeds made an address on "Legislation, as follows:

As American citizens we are all interested in our law makers, both state and National, and in what they do. And this not only from the standpoint of the general welfare of the country and its people politically and morally, but from a business point of view as well—not only general business but our business. The work of legislative

In our own state during the past winter, a number of excellent bills of more or less interest to the grain shippers were introduced in the legislature, though only one of material value was enacted into law. This was the Chamberlain bill extending the powers of the Railroad Commission very materially. The details of this law you are no doubt advised through the Bulletin of the Ohio Shippers' Association, issued June 1.

Various other bills introduced were not all good; some needed the knife; and your representatives were on hand to use it, and, I think, succeeded in every attempt where your interest demanded it.

Now, whatever you want or need in the way of legislation for the protection or advancement of your business, ask for through your representatives; but remember that there are other interests than yours, and in all your demands be as fair to them as to your competitors and to the carriers, in fact, to any interest that can or may be affected by the requests you make.

There is, without question, a much more kindly feeling between shipper and carrier now, and a greater regard for the interests of each other, than there was a few years ago, the result, as I believe, of the many conferences between them and the discussion of matters of interest to both. Many rough places have been made smooth, and many misunderstandings explained by these conferences, and each interest seems to have discovered that

unjustly treated in any way, insist that whatever wrong there is be corrected and be persistent in our demands till correction is made. On the other hand, if we find our interests fairly treated and properly protected, don't hesitate to commend and give credit where credit is due. A few bouquets along the way serve to make the business path more pleasant and aid rather than detract from your demand for what you believe is right, when it is necessary to ask for some change in established rates, rules or practices.

In the making of freight rates the mileage hauled is only one of the factors to be considered, but the one which we perhaps can see most clearly. How does Ohio stand on this basis, as regards other grain-producing states? We all agree that the long haul should have a lower rate per ton per mile than the short haul, hence the great difference in local and through rates. As illustrating this, the rate on grain from Cincinnati to Columbus is 7 cents, a haul of 17 miles for each cent per hundred charged. On this basis the rate from Peoria to New York would be 60 cents per hundred, a ridiculous figure certainly, but what you would have if mileage alone is considered. The interests of business generally, and also the proper protection of all sections in the particular business under consideration, must be taken into account, so that if possible the whole business situation may be benefited by the conclusion reached. Why the rate on grain from Columbus to Port Chester, N. Y., the first station out of New York, a distance of 653 miles, should be the same as to Portland, Me., a distance of 980 miles, I can't see, but I have no doubt there are good and sufficient reasons for it, as all seem satisfied with the situation.

The following table shows the number of miles grain is hauled for each cent per hundred charged at present rate of freight between the points named:

	Distance.	Rate.	Miles Hauled for 1c per 100.
Peoria to New York....	1,025	21½	47½
Champaign to New York..	932	21½	43
Chicago to New York....	910	19½	46½
Indianapolis to New York.	814	17½	46½
Dayton, O., to New York..	704	16½	43
Columbus, O., to New York	633	15	42
Pittsburg to New York...	442	13	34
Cincinnati to Columbus, O.	120	7	17

In this you will note a gradual reduction in number of miles hauled for each cent per hundred, as the length of the haul is reduced, the only exception being Champaign, Ill., which, because of its situation on the eastern border of the very large Illinois territory, covered by the 21½-cent rate to New York, figures miles hauled for each cent per hundred charged as low as Dayton, O. This table is based on short-line mileage and most direct route, so that most grain shipping points in our state will show a larger number of miles hauled for each cent per hundred charged than from the two Ohio points named.

Now, viewing the matter from all points, I am able to suggest that it seems to me the Ohio shippers and the grain-growing territory in this state are fairly treated and their interests fully protected in the through freight rates now in effect, and that they are proportionately as low as they should be in justice to the "other fellow" located in Indiana, Illinois or west of the Mississippi.

Notwithstanding the agitation recently in western Ohio and eastern Indiana the proportional rates in effect from some of the general markets to points East are arranged with just as much fairness and with as full protection to the Ohio shippers and Ohio grain as the through rates above mentioned. These rates are only a "proportion" of a through rate from the original point of shipment, as their name implies. While they are published and in effect under that specific name in only a few of the markets, they are actually in effect in all the general markets and at every reconsigning point in Central Traffic Association territory, and the man who tries to create dissatisfaction among shippers and antagonism against the railroads because of these proportional rates only discloses his gross ignorance of the grain business and general shipping interests, or has some personal advertising scheme behind his action; and in either event, his suggestions are unworthy a moment's consideration by any man in the trade who has due regard for his reputation for fairness to his brother dealer or the transportation companies with whom he desires to deal fairly and pleasantly. Such agitation on a false basis only serves to place the grain shippers generally in a false position with the carriers and will serve as a handicap for them in matters of conference in the future, and is to be deplored for that reason. The cause of this tempest in a teapot is so ridiculous to the well-informed shippers and carriers that the active parties therein are being laughed at for their position. No man in Chicago, Indianapolis, Toledo or Pittsburg can get a car



"BIG CHIEF" ED CULVER CHAPERONING A PARTY ON THE "BOARDWALK."

bodies in these latter days pertains much more to specific matters than formerly. The days of glittering generalities in legislation seem to be past and the people want more definite and specific action.

The very large interests of the country, notably the financial and transportation interests, probably began this sort of thing, keeping always closely in touch with the law-making bodies, through paid agents, who were always ready to explain and suggest with reference to any action proposed which would effect the well-being of their employers. This idea of specific legislation along industrial lines and for the benefit or protection of special industries or lines of trade has so spread over the country until now, in these days of general organization, there is necessity for the grain trade organizations to keep in as close touch as possible with the law-making powers of the state and Nation, not for the purpose of obtaining special privileges but to secure fairness in transportation and trade and the proper protection of their rights and privileges as the handlers of grain products of our state; and I believe that your legislative committee, if it properly performs its duty, is the most important committee on the list.

The passage of the Hepburn law, and particularly the Carmack amendment thereto, will serve as an excellent illustration of beneficial legislative action; and the Ohio Grain Dealers' Association had no small part in securing the adoption of that amendment, the benefits of which will amount to hundreds of thousands of dollars to the grain shippers of the country if the law stands the test of the courts. This does not mean necessarily that the railroads should pay large sums to shippers for loss or damage to their grain; but the fact that the road on which the shipment originates is made responsible for the grain until it reaches destination will give you better service and consequently fewer losses because of carelessness or negligence of the carriers. You can now get definitely at the matter of a loss and hold the carrier with whom you made your bill of lading contract responsible, whereas under former laws everything was indefinite and you could get at no one.

the other was not so bad as it had been painted. Let us keep up these conferences in every way we can; cultivate a spirit of friendliness with every interest we come in contact, and go to the legislature only as a last resort, and when we can secure what is needed in no other legitimate way. You can do business much more pleasantly with friends than with antagonists. You get a favor from your friend, not from your enemy. There are bores among railroad men, as there are also among the shippers, men who can see only their small selves and their own interest, entirely regardless of anyone or anything else, but these are not the majority by any means, only a very small minority. As a general proposition, the great majority of the men engaged in either line want to be fair and to do about what is right, and a discussion of any matter of difference by such men can only be educational and each will assist the other to a little broader view, and this must result in closer relation, kinder feeling, better and more satisfactory business intercourse. I am decidedly for the conference every time, but, when that fails, go unhesitatingly to the higher power and fight for what is right.

Coming now to the second part of the subject assigned me, this is also a species of legislation, as the railroads or their representatives after conference with each other establish all freight rates, and as their action in such matters vitally affects our business, it is only proper and right that we should consider the fairness and justice of their action.

There are many and varied circumstances, situations and conditions to be considered in the making of a freight rate; and I confess that I know but few of them, and I suspect that we all view the matter more from the standpoint of personal interest than we would if it was our duty to make rates that would be fair to all interests affected thereby. In our consideration of the matter to-day, let us remember that there is "another fellow" and that his interests are just as important to him as ours are to us. In other words, let us be fair in every way; ask nothing we would not willingly give the other fellow if our situations were reversed; and if we find we are imposed on or



of grain into either point for use at that point except by paying the full published local rate on the grain to that point, nor can any man get a car of grain to any Eastern point through either of the above-named points without paying the full published through rate on the grain from original point of shipment. I make this positive assertion without fear of successful contradiction. Cut out the proportional rates and you would destroy every general grain market in the interior of the country—Chicago, Toledo, St. Louis, Indianapolis, Cincinnati, Cleveland, Pittsburg and all others.

Could Chicago pay a local rate of 5 to 10 cents per hundred in and then 19½ cents out to New York on grain from a point taking a through rate of 21½ cents, thus paying 3½ to 8½ cents per hundred for stopping the grain in Chicago? Or could Indianapolis pay 7 cents local in and 17½ cents out on grain from same rate points and thus pay 3 cents per hundred for the stop there? And the grain from the point in question must move from the original point of shipment through one or the other of these points if it is shipped direct from original point to New York. What are the general markets, or points of accumulation, to the trade—to both buyer and seller? Are they necessities or not? Have they advantages to you as shipper and to the buyers as well? Don't they furnish facilities to the trade that you cannot? They do furnish a place to take care of your surplus in the rush season, store and care for and prepare it to suit the needs of the consumer and furnish it when he wants it. What would you do without these general markets to take care of your wheat during July and August or your corn during November, December and January? These markets cannot exist unless they have equal rates of freights with all other shippers and they can have these only by the use of proportional rates or through billing privileges, neither of which gives them any advantage of the country shipper, as they must pay the same freight on the grain through from original point as any other shipper and in addition must in some way provide for the expense of handling the grain while in their possession.

"Agricultural Specials" was the subject of a paper by H. W. Robinson.

John F. Courcier, secretary of the Grain Dealers' National Association, made an address on "The Country Grain Dealer and the National Association."

C. M. Myers read the report of the nominating committee recommending the election of the following officers:

For president, Charles E. Groce of Circleville; for vice-president, M. W. Miller of Piqua; for secretary-treasurer, J. W. McCord, Columbus; for members of governing board, J. L. Doering of Antwerp; J. W. Channel of Malvin; C. P. Baumann of Canal Winchester.

A motion by H. S. Grimes prevailed, that the rules be suspended and that secretary be instructed to cast a unanimous ballot for the officers named in the report, who were declared unanimously elected.

In answering the final questions in the Question Box, H. E. Richter said it would not be to the advantage of the grain trade to have the milling in transit rate annulled, and as to the question, "Why are some men asking to have the Illinois proportionate rate abolished?" he said that they did not know the true situation or they would not ask it.

E. W. Seeds, chairman of the committee on resolutions, read the committee's report, which was adopted, as follows:

Resolved, That the Toledo Produce Exchange be and hereby is requested to include the market price for No. 2, No. 3 and Rejected clover seed in all newspapers when the price of prime is quoted.

Resolved, That we desire to express our appreciation of the services of our officers and committees during the past year and hereby tender them a vote of thanks.

Resolved, That we hereby express our thanks to the Cedar Point Company for the entertainment furnished us, for their uniform courtesy and excellent service in every way, and heartily commend this point as a place of meeting for conventions of every kind.

Resolved, That we request the Ohio Experiment Station to extend in so far as possible the educational work in farm products they have so well begun by using the county farms for experimental stations, and commend them most heartily for the work already done, not only in this line but through the work of the special corn and alfalfa trains.

We also most respectfully ask co-operation with them of all boards in this state having control of any of the county farms in the several counties.

Whereas, A ruling of the Interstate Commerce Commission has been made declaring that the only legal rate of freight and the rate which must be collected on a shipment is the tariff rate, published and filed with the Commission, regardless of any rate that may have been quoted the shipper by properly authorized railroad official in a bill of lading or otherwise, probably from carelessness and because they believe they are not responsible in any way to the shipper for loss because of misquotation for freight rates, or improper routing of goods under such ruling;

Resolved, First—That we, the members of the Ohio Grain Dealers' Association, request from the Interstate Commerce Commission, by a ruling or from Congress through the proper legislation, some method of protection from such losses, particularly when such quoted rates are a part of the bill of lading contract.

Second—That we demand the bill of lading contract be made inviolable when the error of quoting



SOME OF THE MACHINERY DELEGATION ON THEIR WAY TO CONVENTION HALL.

rate or routing the shipments is wholly with the carrier or its properly authorized officials or employees.

Third—That the method of relief should be such as to fully protect the public and all shippers from discrimination by collusion between shipper and carrier in making erroneous bill of lading contracts and leave in full force all penalties prescribed against carriers for discrimination in any way.

Resolved, That we, the members of the Ohio Grain Dealers' Association, favor uniform inspection rules for all our grain markets, arranged, in so far as possible, on a definite percentage basis, so that scientific tests may be applied in case of dispute, and that we request and insist that the commercial exchanges of the country adopt and put into effect such uniform rules and grades at an early date, and, further, that we are opposed to any system of Federal inspection or supervision of inspection, believing as we do that the men of experience engaged in the trade are better qualified to direct and manage the inspection of grain than any set of political appointees.

Resolved, That it is the sense of this meeting that the shippers as well as receivers should be represented on the grain committee of every board of trade or commercial exchange.

Resolved, by the Ohio grain dealers, that the thanks of its members be given to A. E. Reynolds and John F. Courcier for their very able and exhaustive addresses and a copy of this resolution be spread upon the minutes.

A motion carried that a committee of three be appointed which should act as a traffic committee.

#### CONVENTION CHAFF.

The Cincinnati special brought H. E. Richter and P. K. Gale.

The Middle Ohio Grain Dealers' Association will carry the Prize Cup the ensuing year.

There are no towns except Portsmouth and Marion and verily Messrs. Grimes and Jenkins are their prophets.

A delegation came from Pittsburg, Pa., embracing D. G. Stewart, J. A. A. Geidel, Jos. A. McCaffrey, Fred L. Davis.

The Chicago market was represented by Otto Waitzmann, with Rosenbaum Brothers, and Wm. R. McCutcheon, with Albert Dickinson Seed Co.

From Buffalo market Basil Burns, of Burns-Yantis Grain Co.; W. G. Heathfield, and from Cleveland, C. B. Helm, Fred Abel, R. Strauss, T. C. Cain.

Very many pleasant rides were enjoyed in the launch placed at the disposal of the dealers and guests by D. G. Stewart, of D. G. Stewart & Geidel of Pittsburg, Pa.

One of the souvenirs worth while which was given out at the meeting was a handsome leather pocketbook and card case distributed by B. D. Heck, with compliments of the Philip Smith Mfg. Co. of Sidney, Ohio.

According to C. O. Peters, representing the Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis, Ind., six points should convince every dealer of the worth of the Grain Dealers' Mutual. And everyone saw the points.

The Indiana visitors included A. E. Reynolds, Crawfordsville, president of the Grain Dealers' National Association; P. E. Goodrich, Winchester, secretary of the National Hay Association; Matt Schnaible of Lafayette; C. S. Pierce, Union City.

Matt Schnaible of La Fayette, Ind., commenced smoking one of Fred Mayer's Uncle Sam's Hot Shot Cigars at 10 a. m. Wednesday. He was still smoking it the day following and boats twelve miles on the lake commenced blowing fog signals to guard against accident owing to the density of the atmosphere.

There came from Toledo Fred Mayer, Charles Knox, W. W. Cummings, Chief Inspector E. H. Culver, George A. Kreaglow, E. L. Southworth, F. W. Rundell, J. W. Young, Henry Raddatz, L. M. Burlingame, John F. Courcier, secretary of the Grain Dealers' National Association; A. Guiteau, C. E. Cameron.

The machinery interests were ably taken care of by A. S. Garman, with the Huntley Mfg. Co. of Silver Creek, N. Y.; A. A. Croft, with The Wolf Co., Chambersburg, Pa.; C. W. Franklin, with Bartlett & Snow Co., Cleveland, Ohio; B. D. Heck, of the Philip Smith Mfg. Co., Sidney, Ohio; O. T. Boulton, representing the Johnson Grain Dryer and Renovator, manufactured by E. G. Ish & Co., at Peoria, Ill.

Among the dealers who attended the meeting were C. E. Groce, Circleville; A. B. Beverstock, Lexington; C. B. Jenkins, Marion; Jacob House, Wapakoneta; H. S. Grimes, Portsmouth; C. H. Dewey, Leesburg; W. F. and J. W. Channel, Malvin; E. W. Seeds, Columbus; J. W. McCord, Edw. Stritmatter, Columbus; M. W. Miller, Piqua; J. W. Simmons, Pemberton; J. T. Doering, Antwerp; F. M. Sell, Delaware; Henry Dierker, New Bremen; R. D. Sly, West Clarksfield; C. W. Franklin, Leipsic; H. R. Bales, Circleville; J. M. Garrison, Blanchester; F. P. Hastings, Cedarville; Wm. Heffner, Circleville; J. H. Motz, Brice; J. C. Shaeffer, Carroll; A. F. Herr, Groveport; T. W. Baum, Duvall; G. W. Lamb, Hooker; J. G. Boggs, Circleville; C. L. Bright, Christiansburg; P. P. Steiner, Pandora; J. Kempf, Pandora; J. L. Stempel, Ada; A. E. Clutter, Lima; M. J. Slessman, Clyde; George M. Beufer, Clyde; R. D. Stryker, Huron; H. W. Robinson, Green Springs; F. H. Tanner, Mansfield; J. A. Lantz, Mansfield; E. P. Lersch, Ashland; R. A. Heath, Shelby; W. H. Morris, Shelby; R. H. Watson, Old Fort;



F. H. Owens, Marion; E. W. and Emery Thierwechter, Oak Harbor; L. J. Smith, Belleview; Joe Timmons, Kenton; Charles D. Smith, Belleview; C. F. Barnhouse, Sandusky; G. D. Woodman, Sandusky; E. M. Dole, Salina; A. G. Smith, Wooster; R. Turner, Avery; P. H. Harsha, Portsmouth; Julius Gilberg, New Bremen; Henry Detzen, Moulton; Henry Dierker and Charles

### RICHARDSON BAGGING SCALES.

The pictures herewith show a battery of Richardson Overhead Bagging Scales and a single scale of the same type, with operator, as erected in Chas. Shaefer Company's warehouse in New York City. For this warehouse five machines were supplied, each weighing quantities of from two to three



the man in charge has only to put the bag beneath the spout and the scale will do the rest.

The Combined Scale and Packer is shown in the smaller engraving. It is used largely by firms putting up mixed feed which is of light nature and requires packing tightly into bags. The material, which is non-free running, is fed to the scale by a specially constructed, patented feeder, which feeds the material into the weigh hopper at an even rate and also prevents any blocking above the scale. As the beam comes to a balance, the feed is cut off and the scale discharges into the hopper underneath and the material then passes on to the packer-tube, in which an auger revolves at a high speed, packing the material into the bag. The table is controlled by a brake, as in an ordinary packer; and the machine is so arranged that the scale will not dump its load until the bag is up in position on the packer-tube.

This modification of the well-known Richardson Automatic Weighing Machine has been a great success and a considerable number are being supplied to feed companies, one company in the East taking eight machines of this type to be erected in an elevator now under construction. Millers, also, are giving attention to this machine, which is giving a speed of three to four per minute on 100-lb. bags, while with smaller sizes even greater speeds are attainable with flour, as high as six to eight weighing per minute on 12½-lb. bags.

These are all productions of the Richardson Scale Co., 3 Park Row, New York City, who will gladly furnish information regarding machines, as well as their various styles, types and sizes of automatic grain scales.

### RICHARDSON OVERHEAD BAGGING SCALE, USED BY CHARLES SHAEFER COMPANY, NEW YORK

Garnhausen, New Bremen; Joe Hermiller, Ottawa; C. P. Bauman, Canal Winchester; Ed Lee, Coshocton; Walter S. Snyder, Kenton; Alden Beatley, King's Creek; Kirby White, Herrod; W. H. Persinger, Sidney; C. N. Adlard, Piqua; E. W. Armstrong, Monroeville; John C. Drake, Kimball; D. F. Taylor, Ashville; Earl C. Bear, Hicksville; C. M. Myers, Columbus; Harry W. Kress, Piqua; W. H. Hill, Oakwood; M. J. Baker, Monroeville; B. F. Turner, Avery; F. Rutschow, Helena; M. G. Gusdorf, Fremont.

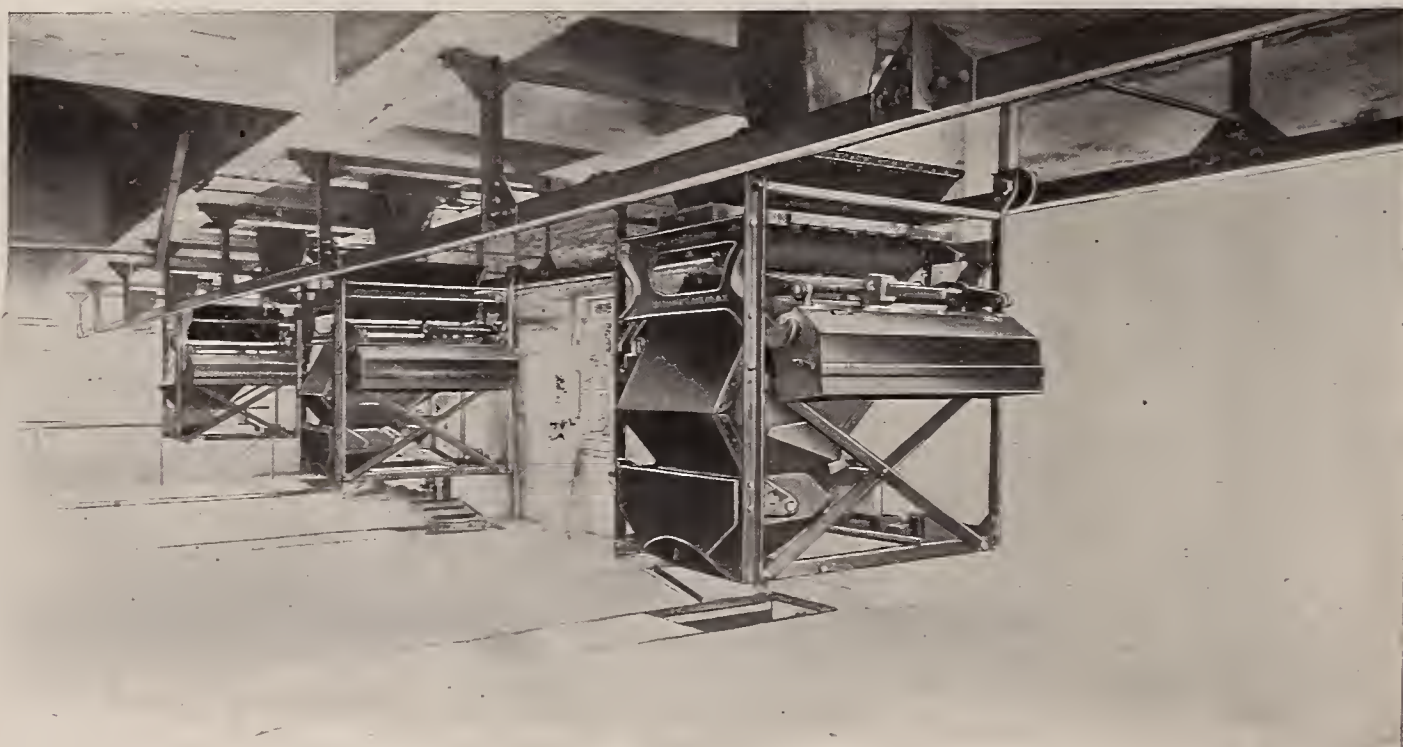
The N. Y., N. H. & H. R. R. has the following demurrage rule: "On cars billed to order, or

bushels per discharge at the rate of eight discharges per minute, accurate to one ounce in one hundred pounds. Here, as is frequently desirable and indeed necessary in warehouses where bins are arranged at a small height from the sacking floor, the scales go to a very small height, owing to the special (patented) arrangement of the hopper, which slopes to the front, so that a scale of this type may be accommodated to any house where a man of medium size can stand erect; yet the bag spout is outside the machine and at such a height that it is not necessary for the operator to bend his back in order to put the bag on the

### INDICTED FOR REBATING.

The C. & O. Ry., as a corporation, A. P. Gilbert, as assistant freight agent of the same corporation, and W. R. Johnson have been indicted by the Federal grand jury at Richmond, Va., on charge of violating the Hepburn law by granting and receiving rebates on grain shipments. Later indictments of a similar nature were filed against the same corporation and the operators of the Dunlop Mills of Richmond, charging irregularities of rates on feed shipments.

An allegation that payments of rebates aggregating over \$200,000 had been made by the Missouri



ROW OF RICHARDSON OVERHEAD BAGGING SCALES, USED BY CHARLES SHAEFER COMPANY, NEW YORK CITY.

awaiting instructions as to disposition by consignee, the 96 hours free time will be computed from the arrival to receipt of orders giving disposition, and will continue from that hour car is actually placed until released." Dealers in the company's territory are now fighting the rule, and where possible threaten to use the water routes for grain from New York.

machine; the machine can be made to run on the floor also, if desired. It discharges automatically or at the will of the operator, as the requirements of service dictate, being fitted with a patented discharge gear worked by hand. This controls the machine when the man is not ready with the bag. The scale can operate continuously without assistance when this mechanism is out of gear;

Pacific to the L. H. Bunch Company, grain dealers at Little Rock and Argenta, Kan., was filed at Washington on June 13 by the Brook-Rauch Mill and Elevator Company of Little Rock, Ark., with the Interstate Commerce Commission. The complaint declares that the Missouri Pacific-Iron Mountain built on their own property for the Bunch Company a warehouse at Little Rock and a ware-



house, mill and elevator at Argenta, and turned them over for an annual rental; that the railroad company pays the annual taxes and that it also pays rebates on grain shipments when delayed. The Brook-Rauch Company asserts this alleged violation of the law has been continuing since 1887, and they estimate that the total value of the buildings practically presented to the T. H. Bunch Company is \$70,000; that the machinery is valued at \$150,000, and they swear that a fair yearly rental would be \$20,000 a year.

#### RAILROAD MEN TALK OF GRAIN DOORS.

The Iowa Railway Club devoted the evening of June 12 to a discussion of the subject of grain doors for cars. A. E. Schuyler, assistant weighmaster of the Chicago Board of Trade, and Geo. A. Wells, secretary of the Iowa Grain Dealers' Association, read papers on the topic, which formed the basis of a spirited and valuable discussion subsequently.

Mr. Schuyler emphasized the need of improved grain doors and accompanied his remarks with charts of different kinds of grain doors. He especially pointed out the types of grain doors now used by the Pennsylvania and the Chicago, Burlington & Quincy railroads.

"The necessity for an improved grain door might well be directed to details," he said. "Weighmasters' reports and car inspectors' reports everywhere abundantly justify any action that has for its object the betterment of the existing wasteful conditions, for which the grain doors now in use are largely responsible.

"It is a most hopeful fact that as a result of the protests of the handlers of grain and the agitation of many practical railroad men, a few railroads have lately shown a due appreciation of the necessity for a stronger, more effective, and yet at the same time a less expensive grain door. Gradually railroads are awakening to the fact that the grain door is an item of expense well worthy of notice. In their policy of retrenchment, which the present depression in business has made necessary, the debit side of the grain door account looms up in surprising proportions. In consequence, the shippers of grain may expect a material improvement of the grain door in the near future that will greatly benefit all interests."

Mr. Schuyler urged upon his hearers the necessity of a change in the grain doors, both to decrease the wasteful expense which falls upon the railroads and to afford better facilities for shippers of grain.

Mr. Wells' paper is printed in full in another column.

The general opinion of those present was that it is necessary for the railroads to adopt some uniform type of grain door and that they should instruct the men along the lines to take better care of the doors on grain cars.

#### TRAFFIC LIGHT ON ERIE CANAL.

Officers of the Canal Forwarders' Association estimate that the traffic on the Erie Canal thus far this season is not over one-half what it was in the corresponding period of last year. The waterway was opened on May 7, since which date three breaks have occurred to stop navigation for short periods. On one day it was reported that out of 525 boats in service, 168 were lying idle at Buffalo without cargo prospects. Little grain and less lumber was moving from the western terminus, and salt traffic from Syracuse and other intermediate points was extremely dull. At the time Edward S. Walsh of the Canal Forwarders' Association was quoted in New York as saying:

"Business is extremely dull at this end of the line, of course, but if an order should come in to-morrow for even twenty boatloads, I very much doubt if the boats could be secured here. We are all hoping for a general business recovery, and in our view buying for western shipment may begin at any moment. If this should happen

it would find us in something of a predicament. However, the boatmen themselves are not worrying particularly, as they have had six or seven consecutive years of unexampled prosperity, during which time they have built new boats and repaired old ones, so that they can afford to await the revival of business with some degree of equanimity."—Traffic Bulletin.

#### NEW TRANSFER ELEVATOR AN EAST ST. LOUIS.

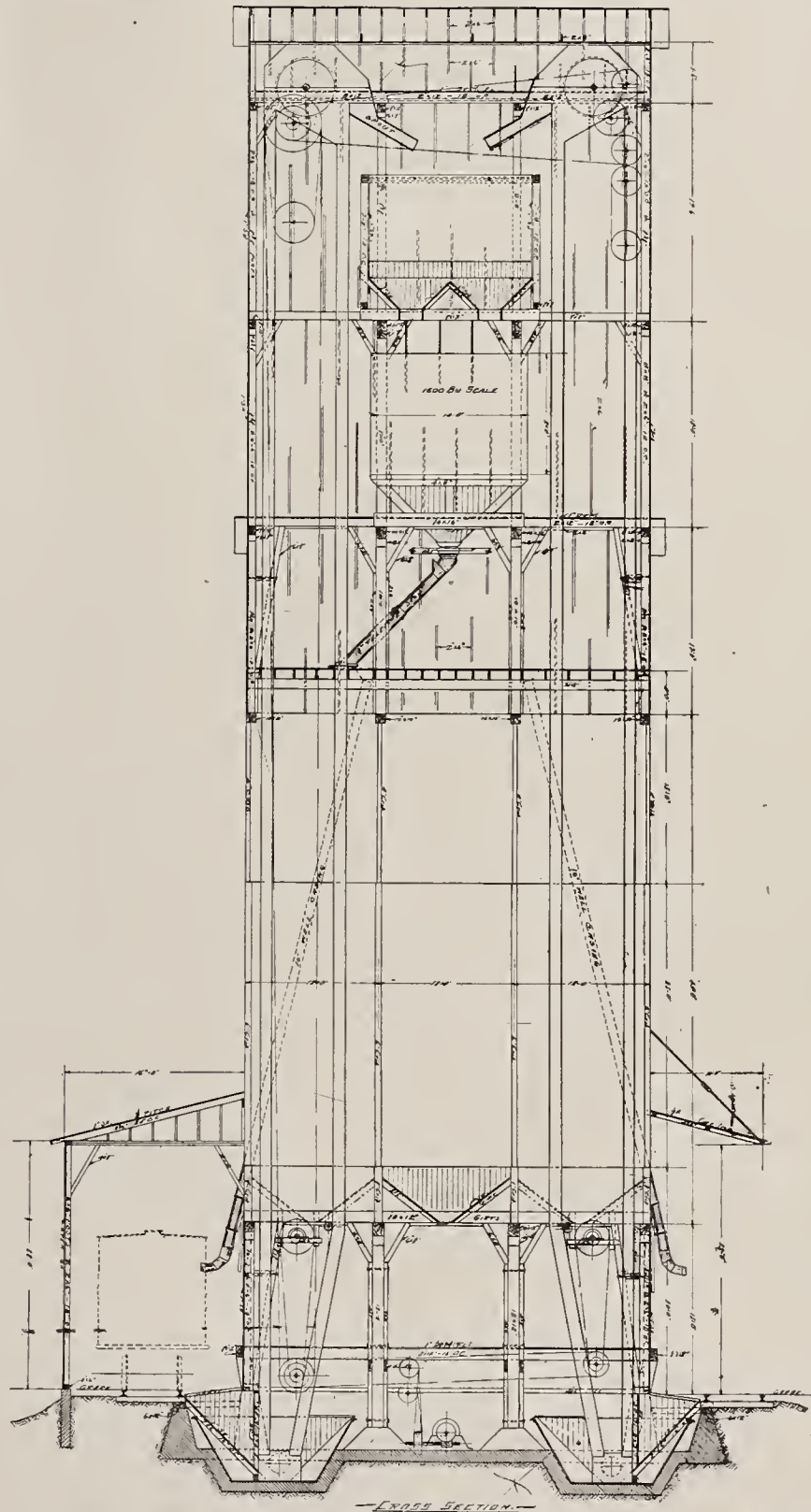
In a short time a new transfer elevator will rise to a height of 120 feet on the V. & C. Belt Line at East St. Louis, Ill. It is owned by J. Allen Smith of Knoxville, Tenn., a leading south-

by the Skillin & Richards Mfg. Co. The power house is of brick and houses a 75-horsepower steam engine and boiler. The elevator is expected to be completed by August 15.

#### INDIANA ASSOCIATION.

The Indiana Grain Dealers' Association held its midsummer meeting in the Board of Trade Building, Indianapolis, on June 18. Owing to unavoidable delay President P. C. Goodrich of Winchester was unable to be present at the hour appointed for opening. The meeting was called to order by A. E. Reynolds, of Crawfordsville, who introduced John W. Kern, of Indianapolis.

Mr. Kern made a very cordial address of wel-



PLANS FOR THE TRANSFER ELEVATOR FOR J. ALLEN SMITH AT EAST ST. LOUIS.

ern miller and grain dealer, and is being built from plans made by the Burrell Engineering & Construction Co. of Chicago. A cross-section of the elevator is shown in the illustration.

As finally completed it will occupy a ground surface of 36x36 feet and will be 60 feet to the top of the bins, with an additional 60 feet for the cupola. It rests on a concrete foundation and is covered with corrugated iron supplied by the Sykes Steel Roofing Co. The capacity is 50,000 bushels.

The machinery equipment consists of two elevator legs with 18x7 cups, one 1,600-bushel Fairbanks Hopper Scale and two sets of car pullers. The greater part of the equipment was furnished

come to the Association, to which C. S. Bash of Ft. Wayne responded as follows:

The grain dealers of Indiana appreciate your very hearty welcome. We confess that it is rather more than we expected, but certainly not more than we deserve. We never did think the people of this state appreciated the Grain Dealers' Association and we are free to say that it is not as well understood by the trade as it should be; otherwise we would not be able to hold our meeting in any building in this city, but would be obliged to have an outdoor meeting as they do in Switzerland.

The grain dealers are a self-sacrificing, patriotic body, banded together for the universal good of the people of the state, and especially for the farmers, or producers, of this state. Every member of this Association is proud of his membership



and should make it known to every dealer outside of the organization and to the farmers of his section, and they should be asked to co-operate with us in all our work. When the public once awakens to the objects of this Association, its work and its accomplishments, they will truly appreciate our work.

Every effort for rate regulation, for uniform inspection, for cheap transportation, for the stoppage of rebating and discrimination, redounds immediately to the benefit of consumer and producer. They are the chief beneficiaries of our efforts and should most loyally support and endorse them.

The Indiana Grain Dealers' Association comprises a membership of over 800 grain dealers, with over \$3,000,000 invested in elevators and storage houses, and doing a business of from twenty to forty million dollars per year, as to the size of the crops.

Grain men are the salt of the earth. All the wealth of our country comes out of the ground. Roosevelt said so and it must be true. The grain dealers have the burden upon them of distributing the largest part of this wealth; that they have done so in a just manner is evidenced by the condition of the grain men: not one of them is wealthy by reason of his profits from the grain business. By nature and occupation they belong to the rank and file of what is known as the common people, the workers, if you please, in the hive of commercial life. A class of people ever alive to the necessities and welfare of their fellow men and in close sympathy with their every desire, they are Josephs, not only for our own people, but also for the entire world.

It will require but a thought to convince you that the grain men are the men who do things. From the nature of their business and their environment they are quick to catch the pulse of the people and to know their needs and wishes, and being broad-minded men and believing in the motto of our Association, "Not for Self, but for All," they fully realize also the truth of the oft-repeated statement that, "what benefits the producer also benefits the consumer," and vice versa.

This Association took upon itself the burden of securing legislation looking to the appointment of a railroad commission for the state of Indiana. This has been accomplished with the aid of loyal friends in other lines who have worked faithfully and zealously. The good work accomplished by this commission is known throughout the entire state and the benefits resulting are shared by all our people.

The grain dealers have now taken up the transportation question in earnest, knowing that the prosperity and commercial supremacy of Indiana as well as the entire United States is dependent upon low rates of transportation. No class of people in this country appreciate more keenly the value of cheap transportation. It is their constant study year in and year out and they know that the supremacy of the people of the state and of the United States as a nation is dependent upon minimum rates of transportation, both internal and foreign.

Ninety-five per cent of our commerce is internal. This being the case, we can readily see the importance of the canalization of our rivers and the construction of deep-water canals, for which the grain dealers have been contending and for which they will continue to fight until it is accomplished. We have repeatedly urged legislation along these lines and are pleased to say to you that public sentiment is now crystallizing in favor of canals with such rapidity as to make success assured.

President Goodrich, having arrived, assumed the chair, and Secretary J. M. Brafford read a communication from S. W. Strong, secretary of the Illinois Grain Dealers' Association. This communication follows:

J. M. Brafford,  
Sec'y. Ind. Grn. Dlr. Ass'n.,  
Indianapolis, Ind.

My Dear Sir: Our Board of Directors held a meeting after our convention at Springfield adjourned and authorized the president to appoint a committee for carrying out our resolutions, particularly the one in relation to interest on track sales and the delayed inspection at Baltimore. These two we are desirous to get enforced and if your Association will appoint a committee we will arrange to work together. I will send you the names of committees as soon as they are appointed. Very truly,

ILLINOIS GRAIN DLRS. ASS'N.,  
S. W. Strong, Sec'y.

The question of charging interest on advances of money on track sales was taken up in general discussion. The majority thought with A. E. Reynolds that the time should be definitely fixed for change of ownership and interest charged only

from that date. In Mr. Reynolds' opinion the ownership of the grain changed with the inspection of the grain and this inspection should take place promptly on arrival of the car at destination.

The matter was referred to the following committee to report at the afternoon session: A. E. Reynolds, C. B. Riley, H. E. Kinney, J. W. Witt, M. L. Conley.

John T. Todd, division freight agent of the C., H. & D. Ry., Springfield, Ill., made an address on the subject, "Tracing of Freight." A synopsis of his address appeared in our June issue.

#### THURSDAY AFTERNOON.

President Goodrich called the afternoon session to order at 2 p. m., and after reports from the secretaries of the local associations, H. E. Richter of Gale Bros. Co. Cincinnati, read the following paper on the subject, "How Terminals and Reconsignments Benefit Country Shippers," which was as follows:

The subject, "How Terminals and Reconsignments Benefit the Country Shipper," is one that should be of interest to every grain dealer. It is a common thought that the terminals and the terminal markets are for the advantage of the terminal dealer only, and that he is the only beneficiary. But not so. The terminal market that would attempt to take advantage of all of its facilities without allowing some of the benefits to revert to the shipper would not last long. As absolutely certain as you are here, the country shipper does receive many benefits in the terminal markets. When you accept a bid to the interior where there is but one dealer located—or at the most, two—and your car arrives at destination and its quality does not suit that dealer, your market is then limited to that dealer. In the terminal it is different. You have the benefit of the competition in the terminal, and you also have the advantage of any orders that the terminal shipper may have and which he would be able to take advantage of on account of the reconsigning privileges. The terminal would also give the advantage of conditioning your grain and holding it until such a time as the market might suit you; whereas, if you had it in the interior, you could not exercise this privilege.

Every terminal market of any consequence today has a good drier, sufficient elevator capacity, and the most modern of machinery for cleaning, scouring, shelling and clipping, and men with the knowledge of how to use them. With these the country shipper can and does derive the benefits that he should have.

It may be needless to give you any illustration as to the usefulness of the grain drier; but we remember in our market that about six years ago good, damp corn was sold at one time at 32c discount, and it was hard to sell on that basis. Ten years ago black, discolored corn was sold at 8 to 10c per bushel, and the owner usually had nothing left but a good long list of cuss words. A certain railroad, just a few years ago, dumped a good many cars in the Atlantic because the men operating it did not know what a drier could do. Today the situation is different. Very rarely does black, discolored corn sell at more than a 12 to 15c discount, and then only at this discount when there is an enormous supply of it. The commercial drier, even if owned by private elevator interests, makes it absolutely impossible for you to suffer the discounts that prevailed years ago. The interests who own the driers know if their market does not take grain at a reasonable discount that the grain will flow to the market that does.

Last year we went into a terminal market and bought hot wheat against the local dealers who thought they would have no competition and were endeavoring to put the price on an unfair basis. A little later there were three or four other markets in the same field, and no matter how bad the grain was the shipper got all it was worth, and sometimes a great deal more. The same conditions prevail in all the terminal markets. On the damp corn this year, when the price got too low, competition sprang up from other markets for it and in consequence the discounts were kept on a normal basis.

Elevator capacity makes it possible for you to store your grain and prevent a sacrifice price in case the market declines while it is in transit. It also enables you to ship your grain there and have it financed by the terminal dealer if your local bank is unable to accommodate you in your wants. But right here, I cannot urge you too strongly to hold your grain in your own storage, if possible, as it is generally more satisfactory and it keeps the grain where you still have all the markets available that you ordinarily would have.

The benefits of modern machinery and con-

ditioning methods are of incalculable value to the country shipper. In 1904 our firm bought nearly 100 cars of light wheat, testing from 48 to 54 lbs., at an average discount of about 25c per bushel below No. 2. We did not know just what we could do with it, but thought at this discount it was a safe proposition. After some experimenting a method was devised by an elevator man whereby the test of this wheat was raised from three to five pounds without much cost. Immediately the discounts narrowed until they just covered the cost of handling and loss in weight. The result was that every country shipper got an immense benefit out of this process, and to-day, if similar conditions come about, he can count on a reasonable discount on this class of wheat.

Very often corn will come in and grade no grade on account of dirt. Every owner of an elevator is perfectly willing to accept same at a discount that will barely pay him for the loss in weight and labor. Why? Because he knows that the shipper can pay for similar service and benefit by the results of cleaning.

The day of extraordinary discounts is past because the terminal market service is being improved upon and all the facilities are at the disposal of the country shipper and he can obtain just as good results and have just as much benefit as the dealer in the market. The terminal market man has a marketing advantage that the country shipper cannot have, but he gets the benefit of this advantage. We will say that a dealer at Walton, Ind., on the Pennsylvania R. R., has a car of mixed corn and ships it to Cincinnati. A dealer at Norman, on the Southern Indiana R. R., has a car of white corn and ships it to the same market. Now, a terminal market man has an order for a car of white corn, we will say in Richmond, Va., and an order for a car of mixed corn at Carthage, Ohio. The Walton car could be moved to Richmond, Va., at a through rate of 15½c, or the net rate east of Cincinnati would be 8c, after the refunds were allowed. The Norman car would move to Carthage, Ohio, on the Cincinnati rate. The Richmond dealer does not want the mixed corn that is in the car from Walton, Ind., but he wants white corn which is in the car that is shipped from Norman, Ind. The Carthage man's wants can be supplied with the mixed corn. Now what does the terminal man do? He elevates both cars through his elevator, loads the white corn against the Walton tonnage and the mixed against his Norman tonnage and gets both cars in a position in which all the benefits possible can be taken advantage of. The lowest proportional rate east of Cincinnati to Richmond without this Walton billing would be 11c per cwt. The dealer has effected a saving of 3c per cwt. Now the receiver of this grain knows the advantages of the different billing and sells his grain to the shipping interests accordingly. In other words, the mixed corn with billing from Walton, Ind., would be sold with the billing and the terminal man would be compelled to pay more for the corn on account of the transit billing.

Right here I want to say to every shipper that he should demand that his commission man sell the billing as well as the grain. Commission men in our city have, and some persistently do refuse to give to the buyer any billing, and in this way your grain does not receive the benefits it should. Do you suppose for a minute that our broker at Indianapolis would give as much for a car of grain from Gays, Ill., that he had to bill out at the local rate of 6c because the seller refused to re-bill and thereby protect the through rate of 9c per cwt., as he would if the through rate was protected? I will endeavor to show you more in regard to this reconsigning privilege and its advantages later on.

A good many of our commission men have refused to give up billing because they claimed that some of the receivers followed up the shipment and that their shippers would immediately proceed to trade direct. This is discouraging to the man handling your grain in the terminals, and to be frank with you, I do not think it pays, as you then have no competition in the sale of your stuff excepting the one party with whom you are trading.

We will consider more of the benefits of the reconsigning privilege in the terminal markets. I doubt if anyone familiar with all the branches of the grain trade will deny that this is the most helpful arrangement in the entire grain trade. Unfortunately, some of our colleagues in the eastern part of this state and northern Ohio have a misconception of this privilege and its workings. The filing of their petition with the Interstate Commerce Commission, however, will serve one good purpose, and that is, it will forever put to sleep the desire of the originator of this movement to pose as a traffic man. Why does he seem so persistent in deluding his friends with the idea that he is right? There is only one safe guess and that is he wants free advertising. Nothing will be accomplished by his trip to Washington, as there is



nothing to be accomplished. Instead of restricting this privilege the traffic men of the grain trade are now working body and soul to make its provisions more elastic and more beneficial to the trade. To one not familiar with the reconsigning privileges it seems as though the men in the terminal markets were the sole beneficiaries.

You no doubt know the rules. They are to this effect: A carload of grain can be taken into an elevator if unloaded within ten days after its arrival and freight is paid and the paid freight bill is filed with the Joint Rate and Inspection Bureau within twelve days after its arrival, the bill is given a number, and this grain, or equivalent tonnage, is accorded what is called the transit privilege. Or, in other words, it can be sent out any time within six months via any route out of the terminal in which it is stored at the same through rate that prevailed at the time the grain was shipped. If there is any change in rates, the bill must be reentered and the grain can be shipped out within thirty days at the old rate. However, if there is no order for it, it does not lose any of its previous privileges excepting that it must take the new rate. On this basis your grain goes to the terminal and instead of being crowded on to the market it can be stored and held for future demand.

Supposing you ship—we will say to Toledo—25 cars of wheat, and there were no transit privileges. Your Toledo man has a call for this amount for shipment two months hence to New York. What does he do? He would add a reasonable profit, storage, interest, insurance and the local rate from Toledo to New York, and deduct them from his buyer's price and bid you what is left. The burden of the localizing of the grain would fall on you, not on the Toledo merchant. With the transit privilege, however, the grain receives the benefit of the same through rate two months after it is shipped as it would have received on the very day it was shipped. Now, with this privilege the merchant, instead of deducting the local rate, deducts the proportion of the through rate that he would be compelled to pay east of Toledo. Is this not to the shipper's benefit?

Some of the savings on transit bills are quite heavy. For instance, a few years ago we shipped grain from a certain section in Indiana on which the local rate was 7c. The local rate from Cincinnati to the point of consumption was 17½c, or a total of 24½c. Now, I can safely offer to wager that no one here has an idea of what the through rate was, because it seemed absurd that you could ship grain from this section, which was 180 miles northwest of Cincinnati, at ½c per cwt. less than you could from Cincinnati. The through rate was 17c. This rate was made because it was necessary to equalize the rates via all the Ohio River crossings. Who got the benefit of the rate? The terminal shipper? Not much; and why? Because two other gateways had the same transit privilege and rate. The buyer paid the same price and each one was hungry for the usual bite, the commission, and the balance was put in the net price to the shipper to induce him to send the grain.

At the Piqua meeting on May 1, the Ohio dealers were under the impression that Chicago had a flat rate of 12½c to Baltimore, Md. It took the men familiar with this situation an entire day to convince the originator of this movement that the 12½c rate out of Chicago was not the local rate, but was the proportion east of Chicago of the through rate from point of origin. Most of the points in northern and central Illinois had a through rate of 18½c to Baltimore—a specific rate of 6c into Chicago and 12½c east. The same arrangement applies on your grain when shipped into any terminal on which there are through rates and divisions via that terminal. At the present time some of the terminal markets have a geographical advantage that other markets cannot take advantage of. However, a movement has been started in which we hope to obtain from the railroad companies their consent to make all grain available for reconsignment to any territory via any terminal. In other words, where it is not now permissible to reconsign grain that originates west of Indianapolis on the Big Four via Cincinnati to Cleveland, Ohio, we hope to have the railroad companies waive their position that the grain is out of route. In the same way we hope to have grain that is shipped to, say, Columbus, Ohio, to be available for reconsignment to any of the eastern markets, or to any of the Ohio River crossings.

The grain trade in our market are now endeavoring to have Mr. Paul Rainer, who is Chief Inspector of the Joint Rate and Inspection Bureau, arrange in some way whereby track grain, reconsigned at Indianapolis and at other cities, may be accorded the transit privilege the second time in other terminals. For instance, if grain is reconsigned at Cincinnati. This works a hardship on the country shipper and the handicap should be removed. We are working hard to have it removed.

The transit privilege, as I said before, is, I be-

lieve, the greatest privilege that the grain trade has, and all the benefits accrue to the country shipper, and instead of any movement being made to stop it, all efforts should be centralized toward improving, extending and enlarging the arrangement.

Prof. G. I. Cbristie, of the Indiana Experiment Station, Purdue, told what they were doing in improving the grain crops of the state.

George C. Wood, Windfall, offered the following resolution, which was adopted:

Whereas, The Indiana Grain Dealers' Association is directly interested in the movement having for its object grain improvement; and

Whereas, An organization of corn growers has been formed for the purpose of holding a National Corn Exposition at Omaha, Neb., December 10-19, 1908; and,

Whereas, A commission consisting of men from the various agricultural interests and appointed by the governor of Indiana is attempting to secure exhibits of corn, wheat and oats from farmers for the National Corn Exhibition. Be it

Resolved, That the Indiana Grain Dealers' Association favor this movement and to assist Indiana grain growers in maintaining their position among the states of the Union, pledge their support, both as an association and individuals, in every way that will encourage farmers to select exhibits and display them at Omaha next December.

J. Wilkes Jones, representing the National Corn Exposition, made an address, in which he asked the aid of the dealers towards making a success of the corn exposition, which will be held in December of this year in Omaha.

C. B. Riley read the report of the committee appointed at the morning session to fix the time of passing of ownership of grain. It follows:

Your committee begs leave to submit the following report for the consideration of the Association.

1st. We recommend that there shall be fixed, uniform, definite and specific rules covering the inspection and delivery of grain in all the markets of the country.

2d. That in compliance with the first paragraph hereof, that each market be required to fix certain bounds or limits within which grain shall be inspected for delivery in our transit through such markets.

3d. That inspection and delivery of grain shall be made within 48 hours after arrival when intended for the receiving market, and at the end of such period the responsibility of the shipper or forwarder shall cease as to inspection and delivery.

4th. That inspection of grain in transit shall be made within 24 hours after its arrival in the inspecting market and the responsibility of the shipper shall cease as to inspecting as soon as inspection is made. That such transit grain shall be delivered in the final market within 48 hours after its arrival in said final market, and the shippers' responsibility as to delivery shall cease at the end of that period.

5th. That when cars are too full for intelligent inspection that no surface inspection be made, but that said cars shall be resealed by inspector and railroad be required to rush same to elevator and that inspection be made there at once.

6th. That in cases where cars have been manifestly "plugged" for the purpose of deceiving the inspector, the rules as to time of responsibility shall be so modified as to meet the new conditions, and that the inspection certificate shall define definitely the character of such plugging and shall be accompanied by samples of said plugged grain, and that the shipper shall be made responsible for all losses caused by such plugging.

7th. That our secretary be requested to bring these recommendations to the notice of other state associations and to the National Association.

The report was adopted and the committee made permanent.

#### CONVENTION SIDELIGHTS.

Buffalo was represented by T. J. Stofer, of Alder & Stofer.

Wm. Carson and F. W. Harrison came over from Detroit.

The Cincinnati delegation included P. M. Gale, H. E. Richter, P. K. Gale, F. E. Fleming, W. R. McQuillan.

Pittsburg, Pa., sent J. A. McCaffrey, of Daniel McCaffrey's Sons Co., and J. A. A. Geidel, of D. G. Stewart & Geidel.

From the Toledo market: Chief Grain Inspector E. H. Culver; W. W. Cummings, of J. J. Coon Grain Co.; Fred Jaeger, of J. F. Zahm & Co.; A. H.

Paddock, of Paddeck-Hodge Co.; Geo. A. Kreagloh, with Toledo Field Seed Co., Inc.; R. S. Sheldon, with S. W. Flower & Co.

From the St. Louis market there were Daniel P. Byrne, of Daniel P. Byrne & Co.; John Dower, supervisor of weights; Marshall Hall, of W. L. Green Commission Co.

From Chicago: Harry G. Smith, with Arthur Sawers; E. F. Thompson, with Lamson Bros. & Co.; W. H. Axtater, with Armour Grain Co.; C. W. Hohendahl, with Rosenbaum Brothers.

The grain dealers who attended included E. M. Wasmuth, Roanoke; A. P. Walkins, Lincoln; T. Bodine, Covington; E. W. Ball, Rushville; C. S. Bash, Ft. Wayne; Thos. Morrison, A. B. Cohee, R. F. Cohee, M. L. Conley, M. T. Dillon and N. O. Davis, Frankfort; A. E. Reynolds, B. F. Crabbs, T. C. Crabbs, Crawfordsville; Geo. Cain, Connersville; C. G. Egly, Berne; E. E. Elliot, Muncie; J. Howell, Cammack; J. B. Jones, Markleville; C. Jackson, Falmouth; O. Lesh, Markle; C. Loughrey, Monticello; W. C. Lutz, Bunker Hill; H. A. Martin, New Castle; J. R. Barr, Earl Park; J. C. Bachelor, Sharpville; J. E. Ryburn, Glenwood; Matt Schneible, Lafayette; C. L. Stafford, Jamestown; A. M. Wellington, Anderson; C. E. Bash, Huntington; B. L. Barrett, Greenfield; H. M. Brown, Kingman; W. A. Feight, Parker; E. A. Feight, Frankton; E. Hutchinson, Arlington; R. P. Hilands, Bainbridge; W. C. Halstead, Brookston; F. W. Kennedy, Shelbyville; Elwood Morris, Mohawk; R. H. Murphy, Fountaintown; E. R. Moore, Barnard; Elmer Martin, Wolcott; J. W. Waltz, New Palestine; Geo. C. Wood, Windfall; G. W. Topping, Lyons; J. S. Hazelrigg, Cambridge City; J. O. Grove, Lagrange; A. P. Hansen, Brookston; John R. and A. M. House, Hobbs; F. G. Heinmiller, Lafayette; C. E. Wilkinson, Knightstown; Dave Unger, Russiaville; O. J. Thompson, Kokomo; T. J. Ryan, Delphi; C. B. Riley, Rushville; John A. Rice, Frankfort; H. Gray, Galveston; J. M. Murphy, Glenwood; A. T. Garrison, Converse; W. B. Foresman, Lafayette; W. B. Fox, Tipton; J. M. Gordon, Summitville; T. Glasscock, Yeddo; T. E. Goodrich, Winchester; W. H. Frank, Frankfort; T. H. New, Greenfield; D. E. Studebaker, Bluffton; R. F. Gavin, Poneto; H. Gardiner, Kitchell; Ed Taylor, Montmorenci; M. Needlinger, New Augusta; C. S. Seward, Galveston; A. L. Millson, Montpelier; J. J. Snodgrass, Hillsburg; J. L. Cortes, Raub; J. H. Stewart, Manson; Jos. Schalk, Anderson; E. K. Sowash, Middletown; F. Mayer, South Whitley; A. K. Peterson, Gessie; A. Swanson, Twelve Mile; J. C. Halsted, Kirkpatrick; Robert Alexander, Buck Creek.

#### IMPROVEMENTS AT PHILADELPHIA.

The Pennsylvania Railroad has added a new floating elevator to its export facilities at Philadelphia. This elevator has an hourly capacity of 10,000 and will be operated by the Girard Point Storage Company.

With this elevator in use the port's facilities for handling grain from lighters will represent in the aggregate about 30,000 bushels an hour, there being two other floating elevators, having together a capacity of about 10,000 bushels. The cost of the new elevator is said to be about \$60,000. It will be operated between Port Richmond on the north to Pier 80, at Snyder Avenue, on the south.

The drier now being installed by the Philadelphia & Reading at its Port Richmond elevator will also enable this port to compete more successfully with Baltimore, which has had a decided advantage over Philadelphia owing to better facilities for handling and drying grain for export shipment.

A grain and stock commission house conducted in Great Bend, Kan., has failed and the tin-horn talent was badly bitten.

Duncan McCorquada, owner of flour mills at Sydney, Australia, was recently at Winnipeg to purchase Manitoba wheat for shipment via Vancouver.



[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

*Editor American Elevator and Grain Trade:—*  
The following is a statement of cars examined by the Department of Weights of the St. Louis Merchants' Exchange during the month of June and found to be in bad order and not properly sealed:

Lkg. C. D.	Lkg. Over C. D.	Lkg. Bxs.	Lkg. End Wln.	Cars Not Sld.	End Wln. Not Sld.	End Wln. Open.	
11	16	43	1	28	9	2	Advance El., Belt.
55	5	13	2	3	2	..	Belt El., Belt.
5	4	8	2	14	1	2	Burlington, "K" Line.
25	1	4	1	10	3	2	Buss Mills, Wab. & Ter.
18	1	1	..	..	..	..	Corno Mills, Southern.
2	1	1	..	..	..	..	Central "B," I. M. & M. P.
1	1	1	..	..	..	..	Eureka Mills, Mo. Pac.
6	12	5	..	..	..	..	Eureka Warehouse, Sou.
9	5	7	3	4	3	2	Granite City, Terminal.
8	7	3	4	3	2	..	Glucose Works, C. P. & Ter.
3	31	15	..	..	..	..	Kehlor Mills, Belt.
2	11	1	11	24	6	..	Merchants, Wab. & Ter.
3	3	..	..	..	..	..	Mo. Forage Co., Mo. Pac.
3	2	3	..	..	..	..	Mt. Carmel, Southern.
3	1	2	1	15	..	..	Mound City, Wiggins.
1	22	3	16	13	..	..	Plant Mills, I. M.
20	2	2	1	1	..	..	Purina Mills, Terminal.
2	3	2	5	3	2	..	Quinlivan's, M. P.
9	3	2	5	3	2	..	Rogers El., "K" Line.
6	1	7	2	1	5	..	Stock Yards, Various.
34	4	25	24	21	4	..	Southern El., Southern.
..	1	..	..	..	..	..	St. Clair, Wiggins.
1	11	2	7	8	..	..	Sparks Mills, Ill. Ter.
1	2	..	..	..	..	..	Standard Mills, Ill. Ter.
1	1	..	..	..	..	..	Terminal El., Ter.
..	1	..	..	..	..	..	Valley Mills, Wabash.
..	1	..	..	..	..	..	Western El., Clover L.
..	1	..	..	..	..	..	Wabash El., Wabash.
240	31	238	23	240	89	41	

	K L'n. Wab.	M. C. & A. Q- P. Ven. East. Wab.	C. P.
Lkg. gr. doors.....	37	13 4 6 16 12	29
Lkg. over gr. doors. 5	5	1 3 2 ..	2
Lkg. boxes.....	113	53 31 42 25 17	9
Lkg. end windows... 19	11	4 5 ..	3
Cars not sealed..... 77	32	9 15 10 6	5
End win. not sealed. ..	..	1 2 ..	..
End window open.. 9	4	3 1 1 ..	..
Total .....	637		

Scale.	Lkg. G. D.	Lkg. Over G. D.	Lkg. Exs.	Lkg. End Win.	Cars Not Sld.	End Win. Not Sld.	End Wds. Open.	Railroads.
Tyler St.....	3	3	17	2	12	..	3	"K" Line.
Tyler St.....	..	..	4	..	2	..	..	Merchants.
C. & A.....	..	..	..	..	1	..	..	Q-East.
North Market..	..	..	..	14	..	..	..	Merchants.
North Market..	1	..	4	..	24	..	..	Wabash.
North Market..	..	13	13	..	32	..	..	Wiggins.
Compton Ave..	1	1	1	13	..	..	..	Terminal.
Gratiot St.....	..	..	25	..	29	1	..	Terminal.
Cerre St.....	..	..	..	..	14	..	..	Mo. Pacific.
Cerre St.....	..	..	..	..	3	..	..	Mo. Pacific.

*Editor American Elevator and Grain Trade:—*  
It is proverbial that the average farmer will increase his acreage with the kind of grain that showed him the largest profits the preceding year. The trade is well aware that the barley crop of the year just closing netted the farmer of the Northwest most handsome profits, for, with but few exceptions, he was wise for once and marketed his barley near the high point. In many cases a gross profit of \$20 to \$25 per acre was realized, and that on land worth from \$15 to \$30 per acre.

There was also plenty of barley held by the elevator men to supply everyone with necessary seed, and consequently I find from a number of reliable sources that the acreage of the three states, Minnesota, North and South Dakota, is increased over last year by from 10 to 15 per cent. The present condition is most excellent. While the straw is heavy, the plant has such a splendid root, on account of having been sown under the most favorable seeding conditions for years, that we need not fear any damage from the rank growth proposition. The stand is good, and the

If any dependence can be placed in "Hicks" predictions, July will have a lot of dry and hot weather which will be very beneficial for the Northwest crop. The hot weather, together with the presidential election campaign now on, ought to create a demand for the finished products, thereby stimulating the demand for barley at good round figures.

The Northwest farmer is in fine condition financially, and will be rather slow to sell his barley for a less price than barley started at last year. It is impossible to tell, at this time, just what the quality will be, but I am inclined to believe we will have a good berry, and more free from weed seeds than last year, as the ground has been well shaded by the good stand of the grain. Another indication of heavy crop is that twine men are receiving orders for nearly double the amount of "string" used last year on the same acreage.

Taking it altogether, I cannot help but be very optimistic on the yield, quality and price of the Northwest barley crop.

Very truly yours,  
Minneapolis, Minn. P. M. INGOLD.

*Editor American Elevator and Grain Trade:—*  
Replying to your letter of June 23, relating to the new work in grain standardization at Baltimore I beg to say that you no doubt refer to the broadening of the grain standardization investigations as proposed for the next crop year, that have been found to be necessary and advisable through experience in the work accomplished, and consist in a more thorough and detailed study of the causes of deterioration in commercial grain in storage and transit under the different hardships and varying conditions to which it is subjected while being marketed. This affects not only Baltimore, but all points at which Grain Standardization Laboratories are established and in which the investigations are being carried on.

Grain standardization investigations have shown beyond a doubt that excessive moisture is the primary cause of deterioration in grain in storage and transit, and also that there are other factors which must be considered and reckoned with before definite conclusions of value can be drawn. Some of these factors consist in the several different species of mold which are abundant on all commercial grains. The more common molds and bacteria multiply and develop more or less rapidly according to the temperature to which the grain is exposed, the amount of humidity present in the atmosphere, and the moisture content of the grain. The growth and development of these molds and bacteria may be greatly retarded if the temperature to which the grain is exposed is lowered, or the moisture content of the grain be sufficiently reduced to prevent rapid reproduction.

It will be our aim during the coming crop year to study the carrying qualities of grain from a more advanced viewpoint attained by our past experience, paying particular attention to those more detrimental factors which affect the quality of commercial grain in bulk, to accomplish which it will be necessary to make daily or at least frequent observations of the same grain in cars, ships, elevators and storehouses under actual commercial conditions.

It is also proposed in co-operation with some good experimental flour mill to study the relative flour and bread-making qualities of the types and classes of wheats grown in the different sections of the United States, with a view to fixing more definitely their true status in the commercial grades, paying especial attention to the wheats grown in the mountain sections of the Northwest and the border lands between the winter and spring and the hard and soft wheat sections.

Through these investigations we hope to be able to show more or less definitely the effects of the varying conditions in moisture and temperature (otherwise climatic conditions) on the carrying qualities of grain and the relative milling and manufacturing values of wheats, for the benefit of the producer, handler and consumer alike. Co-operation in this work has been assured us by several commercial organizations, railroad and steamship companies handling the grain business, who have manifested considerable interest in the plans for carrying it on.

Yours very truly,

JOHN D. SHANAHAN,  
Washington, D. C.      Technologist in Charge.

*Editor American Elevator and Grain Trade:—*  
Enclosed find copy of letter from the undersigned  
to Mr. S. W. Strong, secretary of the Illinois  
Grain Dealers' Association, at their convention  
in Springfield a few days since, and for which we  
have received requests for copies.

Yours truly,

JOHN DOWER.

Supervisor St. Louis Merchants' Exchange,  
St. Louis, June 15. Dept. of Weights.

St. Louis, U. S. A., June 8, 1908.

S. W. Strong, Secretary, Illinois Grain Dealers' Association. Dear Sir: The Department of Weights of the Merchants' Exchange of St. Louis desires to convey to the officers and members of the Illinois Grain Dealers' Association its friendly greeting, and on behalf of the members of the Merchants' Exchange to express their sincere appreciation of the liberal patronage with which they have been favored and on its own behalf to assure you that every possible safeguard that patient labor and generous expenditure of money can secure is being maintained for the protection of your consignments to the St. Louis market.

During the year ending December 31 last, the Department spent every cent of its income in securing the correct weighing of your grain and hay, in providing private police protection, in insuring the correctness of scales, and in ascertaining the physical condition of your cars on arrival, both at the hold tracks and at their final destination, thus providing the shipper tangible evidence on which to base their claims for loss in transit in cases where shortages are due to faulty equipment or lack of seal protection.

In addition to expending for these purposes every dollar that the Department received for fees, the Merchants' Exchange paid during this period, out of its general funds, a deficit amounting to \$11,549.30, which accrued in rendering its services in connection with the weighing of grain in St. Louis. The average fee that we charged during the year 1907 for supervising the unloading and weighing of cars was about 39 cents, which surely is not excessive when we consider the vast sum that the Merchants' Exchange has contributed toward the support of the Department to prevent the charges from becoming burdensome to the shipper. During the current year, from January 1 to the present time, the Merchants' Exchange has spent for supervising the weighing of grain \$5,811.07 in excess of the fees that have been paid by the owners of the grain. The figures here given, both for last year and the present year, do not include thousands of dollars which the Exchange has spent in the litigation in which the Department has been involved with the Board of Railroad and Warehouse Commissioners, which, happily, the court of last resort decided in the Department's favor a few days ago.

Since the Department was organized the Merchants' Exchange has spent for its maintenance, in excess of the fees collected, the following sums:

For the year 1901.....	\$ 994.25
For the year 1902.....	2,458.07
For the year 1903.....	6,709.58
For the year 1904.....	5,650.24
For the year 1905.....	10,453.55
For the year 1906.....	9,750.00
For the year 1907.....	11,549.30
For the year 1908.....	5,811.07

To date .....\$53,376.06

As already stated, these figures do not include the cost of the expensive lawsuits which the Merchants' Exchange has been compelled to defend on the Department's behalf.

Notwithstanding the financial depression and the consequent falling off in receipts which produced a considerable decrease in our revenue, the Department has maintained its full quota of men and has not permitted the efficiency of its service to decrease and is sparing no labor or expense to



provide the very best system of weighing money can obtain.

Thanking the members of your organization for their many courtesies in the past and wishing individually and collectively a prosperous future,  
I am,  
Yours truly,  
JOHN DOWER, Super

#### GRAIN DEALERS' NATIONAL ASSOCIATION.

*Editor American Elevator and Grain Trade:*—The following circular letter has been issued to members of the Grain Dealers' National Association:

Yielding to the pressure of necessity and exercising the right vested in us by the by-laws of the Grain Dealers' National Association, we have ordered Art. IV, Sec. 4, to be amended as follows: "Dues of direct members shall be \$15 per annum, payable July 1 of each year in advance."

All those who have kept in touch with the work of the Association realize how necessary it is to have funds with which to carry to a successful conclusion the work already in hand and to take up for solution such new problems as shall present themselves from time to time.

There has not been an administration since the organization of the Association that has not been keenly alive to the inadequacy of the dues rate to take care of the immediate demands upon its treasury, but the disposition has been to depend upon a possible increase in membership for a corresponding increase in funds, rather than to detract from the surface-successes of the organization by advancing the dues. It is clearly the judgment of this board that each unit of membership carries with it a given pro rata expense and that the greatest possible number of direct members available would not, if enrolled, render it possible for the Association, on the \$10 basis, to come any nearer to the maintenance of an emergency surplus than it is on its present membership.

During the past year the Association ought to have been able to keep its members fully informed by circular letter and printed pamphlet of what was done in the matter of a Uniform Bill of Lading, Uniform Grades, Federal Inspection, Interstate Commerce Decisions, Arbitration Committee Awards, and such other matters of general interest as have come up; but if such a course had been attempted, your officers would have run ashore long before the bills for postage could have been paid; thus leaving unpaid the printing and paper bills and all other expense incident to distribution.

Having taken the initiative in what we believe to be a progressive step, we bespeak for ourselves your most hearty co-operation, and as a token of our appreciation, we pledge our time and best attention to the careful, unprejudiced, active, earnest and equitable administration of the affairs of the Association.

Respectfully submitted,

A. E. Reynolds, President.  
J. W. McCord,  
L. A. Morey,  
Arthur R. Sawers,  
Chas. D. Jones,  
H. I. Baldwin,  
Buran House,  
G. L. Graham,  
T. A. Morrisson,  
D. Rothschild,  
Board of Directors.  
JOHN F. COURCIER,  
Secretary.

Toledo, O., July 1.

#### MILLERS AND GRAIN DEALERS.

C. A. King & Co. address a word of advice to grain dealers and millers which our readers in the winter wheat country will appreciate. "Don't be a hog," says the writer. "Swine do not gather pearls. Buy in harmony. Stocks of wheat everywhere are very small. Millers can afford to pay more than the dealers at the start. Let them have it. There will be plenty for all. Don't expect dollar wheat unless spring wheat is greatly damaged henceforth. Present prices are fair for the present prospect. Receipts are generally small until the last half of July. Don't be impatient. Prices will seek an export basis early. Foreigners lost heavily last season by trying to anticipate. They will be conservative. The Northwest and Canada promise a large surplus. It may fade a little. It is the kind foreigners prefer and could not get last season at reasonable prices. Northwestern millers will want less hard winter. Soft winters will be more plentiful than last season. The big elevator men are working for premium on futures."

*Uniform grading of grain  
discussion of the situation*

farmer more than two billions of dollars. The business of the grain trade is to buy this vast production from the producer; grade, condition and classify it, and distribute it to the consumer.

The population of the United States has increased about 100 per cent in forty years, while the production of grain has increased 500 per cent. To keep fully abreast of this great increase in production, and to provide adequate facilities for handling the same as modern trade demands, has kept the grain trade constantly on the alert. Methods in vogue forty years ago and which were adequate to take care of the cereal crop of one billion bushels naturally would fail if put to the test of handling the present crop of five billion bushels. Larger elevators became necessary; greater numbers of cars; greater vessels; more rapid transportation; more adequate telegraph communication; commercial exchanges; better systems of weighing and accounting. All of these have been fully met, and no business has been kept so thoroughly in hand as the grain trade.

But to the shame and discredit of our industry, practically no advancement has been made in the methods of inspecting, grading and classifying grain within the past forty years. The Indians bartered with the first white settlers, trading maize for trinkets and fire water, but we have no records of the quality of the maize, whether it was No. 1, 2 or 3; or whether it had 12 or 30 per cent of moisture, or whether it arrived hot, heating or mahogany. Maize, just simple maize—that was all. Later on, in Washington's time, we learn how corn was traded for other commodities, and the stipulation was only for "Good Corn." Yellow, white or "mixed?" I don't know. No. 2, 3 or 4, or "No Grade?" I don't know. What per cent of moisture? I don't know. But I do know that it stipulated "Good Corn." It would be much better for all concerned if that stipulation—"Good Corn"—were in vogue nowadays. Every year, millions of bushels of "Good Corn" are very materially deteriorated in value, and the producer and handler subjected to unnecessary loss because of the inspector's brand put upon it. The inspection of low grades of grain is a practice which serves more to lower its price than to define its intrinsic value.

I quote from the "Hay and Grain Journal" relative to the origin of classifying grains, as follows:

In this country the first important step in development was the scheme of grading and classifying, which is said to have been first practiced by the boatmen on the Chicago River in the early days. It must have been a crude beginning.

Next, in Chicago, about 1860 or shortly after, the plan originated of classifying grades numerically, according to specified requirements of color, quality and general conditions, and at the same time the certifying of those grades by the grain inspection department, which had been established by the Chicago Board of Trade some time before 1860.

This general scheme, with small changes to meet local conditions, spread throughout the country, greatly facilitating trade between widely scattered markets and individuals, and for many years the certificates of inspection from various seaports were accepted by foreigners without question.

It is easy to appreciate how important is the reliability of inspection certificates.

The real necessity for the inspection of grain can be traced to the desire to trade in grain for future delivery and to the necessity of the buyer being able to buy grain of a certain stipulated quality or grade, without being obliged to see and examine the grain at the time of entering into the contract. At first the inspection was wholly to protect the buyer, and I am sorry to say that

\*An address delivered by A. E. Reynolds to Ohio Grain Dealers, at Cedar Point, O., on July 2, 1908.

it has not departed very materially from that specific function up to this time.

The old experienced miller who was master of his entire business—grain buyer, bookkeeper, miller, test baker, sales agent, and all combined in one—had little use for a grain inspector or a grain inspection certificate. But as modern methods were injected into the milling business and the office of the miller was transferred from a desk in one corner of the mill to palatial rooms in the tenth or twentieth story of a modern office building, the grain inspector became a modern necessity. It has grown to be too much of a drudgery for the modern miller to inspect grain or judge of its flour or feed producing qualities.

The judging of grains, as a specific function, to determine their real intrinsic value as feed or food commodities, is almost a lost art. Nine-tenths of the grain dealers, and particularly the grain receivers, of the country are abject slaves to the inspector's opinion. Without the inspector's certificate they are lost—absolutely at sea, like a ship without a sail. They know nothing of values except as applied to grades. They do not need to know. Their profits are largely fixed quantities, regardless of grade. Too often their interests are better served by a low or inferior grade than by a higher one. The receiver argues, "What is the difference? I have the inspector to stand between me and the western shippers and all dangers. I am safe, and the devil may take the other fellow."

But how about the country shipper, and the "other fellow" who must stand all of the shrinkage in value on account of this brand put on by the inspector? He often sinks or swims, according to the caprice controlling Mr. Inspector. It must be admitted that the final line of demarkation between grades of grain is for most part merely imaginary. Therefore, mere caprice often establishes the lower grade instead of the higher.

It is claimed that the shipper has the advantage of the services of a disinterested inspector. How so? He has no voice or vote in his selection. All he is allowed to do is to furnish money, through inspection fees, to pay his salary.

It is argued that since the grain shipper is in constant touch with the quality of the grains and as a rule is a better judge than the receiver, he ought to know what his grain will grade. Imagine a country grain buyer with fifty wagonloads of grain standing in front of his scales, ready for sale. This array of the soil's generosity is composed of oats, corn, wheat, rye and barley; good, bad and indifferent; white, yellow, red, mixed; dry, damp, sweet, sour, musty; clean, dirty—every shade and gradation of quality and condition from the very good to the very bad. His duty is to be as nearly just and fair as conditions will warrant. Now, what criterion, or standard, has he to go by? Absolutely nothing but guesswork. If it were possible for him to determine before buying to what market he would ship the grain, he might proceed with a small degree of knowledge of the grade to be made. But how does he know? He must load the cars which are available and then ship where he can. If the grain goes to Chicago, then Chicago rules must apply; if to New York, an entirely different standard is to be considered; if to Louisville, Toledo, Baltimore, or any other one of forty different markets that might be named, he must either know the specific requirements of each or he must go in blind.

You say he ought to be able to know. Do you expect him to know the unknowable? It is beyond human ken to at once grasp the entire situation; to know that his "mixed" corn will do better in Louisville or Cincinnati and be subjected to such and such requirements; that yellow corn will find a better market in Buffalo under a different system of grading; that the oats must reach a standard of 23 pounds for No. 3 and go to Chicago, or 29 pounds as a standard in Philadelphia or some other market for the same



grade; that only 3 per cent black will be admitted in Baltimore and 12 per cent in some other market; that the New York and Baltimore markets are, at the particular time in question, blockaded and that standards of requirements are somewhat stricter than usual; that the Buffalo or Pittsburg or Detroit inspectors are at this particular time somewhat dyspeptic; that Patten or Leiter has the Chicago markets cornered and grade requirements are lowered. The wisdom of a Solomon or the learning of a Socrates would avail nothing in the emergency facing the country shipper.

A comparison of the various rules in vogue by the leading exchanges of the country shows that in these markets there are 133 grades of wheat; 77 grades of oats and 63 grades of corn. No. 3 oats alone are described, designated or classified under over thirty different terms or phraseologies. Test weight requirements on this grade vary from 22 to 29 pounds. Think it over a little, and try to reconcile these facts with reason. There is not a chief inspector in the country to-day who can exchange places with another chief inspector and be able to grade according to the new conditions without a copy of the rules before him. How often do we hear the expression, when speaking of a certain sample, "That would only grade No. 3 in Chicago, but would be 2 in New York, or so and so in such and such a market." How absurd this seems when we think it over carefully. Worse than the old system of state banks and wildcat currency.

You have doubtless come to the conclusion that I favor uniform rules of grading American grain. Yes, I do. I wish I had command of language strong enough to express my condemnation of the old, antiquated, unfair, threadbare systems in vogue. I want it distinctly understood that any reference I may make to any market or individual, or any system of grading, or any requirements of grade, is done only in a general way, as an instance to show the general evils existing in diversified methods of inspection, and ask, therefore, that nothing be taken as personal.

In "Everybody's Magazine" for the month of June, under the title, "What the Matter Is in America, and What to Do About It," Lincoln Steffen says:

"I am tired of exposures. I know something is wrong—something big—but what is it? Don't go on proving the evils over and over again. Tell us what to do about it. You show us what to do, and we will do it."

Farther on he says: "Here is a nation of men and women stirred to the depths, sure something is wrong, but knowing not what—ready, yes, determined to set everything right. But what is right? Tell us that. Tell us what to do, and we will do it."

Now, so it is with the grain inspection. Something is wrong; something big is wrong. If it were not so, there would not be so much dissatisfaction and squabbling between shipper and receiver. There would not be so much diversity of opinion as to what is right and what is the real value of grain, particularly our "off grades." Now, what is wrong? I will tell you some things that are wrong.

It is wrong to force the seller of grain to have it inspected regardless of whether he has it contracted to fill a certain grade or not. The convenience to the buyer in having it inspected too often results in great cost to the seller. The consignee of grain ought to have the privilege to elect to have it inspected or to have it sold on sample on its merits without inspection.

It is wrong to put certain requirements as to quality and condition to make certain stated grades and the very instant that grain fails to come up to this standard by so much as one jot or tittle to say that, by reason of this hair-breadth difference of quality, this grain should be deteriorated in value 2, 3, 5 or 10 cents per bushel.

It is wrong to put any stigma or brand on

grain that will, by reason of such brand, lower its selling price.

I know, and you know, that it is wrong to have 133 grades of wheat; 77 grades of oats, and 63 grades of corn.

It is wrong to expect a man or any set of men to apply such a wide range of rules and diversified requirements fairly and equitably to the grading of grain.

It is wrong for Chicago, New York, Baltimore and each of the other receiving markets to have grades and rules of grading, each different from the other and each adapted to fit its own caprices, regardless of the injustice to a long-suffering shipping and consuming public.

It is wrong for any market to take in grain of an established grade and lower its quality by mixing in other grain and still put it out under the same grade name. It may not be dishonest, but it is misleading, and holds such a market up to suspicion.

It is wrong to have a sliding scale inspection that allows the requirements to be raised when a large amount of grain is headed toward a certain market, and again to drop the requirements to induce shipments.

It is wrong for all appeals on grades to be settled by a committee composed of members of the exchange where the appeal is taken.

The whole fabric is wrong. It is old style; it is inadequate; it is misleading. It is unfair alike to buyer and seller. It is now open to criticism by the public and soon will be branded as absolutely dishonest, unless we bestir ourselves to correct the evil. So much of instability, variation and diversity exists that the whole institution is subject to suspicion. I might have used a stronger term, but I refrain. On the whole, I am generous enough to believe that grain inspection is fairly and honestly administered under the existing rules, but if the rules are rotten, the results at least must be tainted.

I will tell you what we ought to do. We ought to adopt throughout this entire country uniform rules and phraseologies governing the grading of grain. We ought not to sit idly by, discussing the merest trifles, in order to keep from coming to this conclusion. It is now forced upon us. The Government cannot be expected to much longer keep its hands off of a commercial irregularity of such magnitude as this has become. A wrong action possibly should not be construed to be dishonest, when it is done through ignorance; but you know, I know, and the whole grain trade knows, that the present rules of grading grain throughout the whole country are wrong; and when such knowledge is forced upon us, it will certainly be dishonest if we do not correct them.

This much for the wrong. There is much more, but may the Holy Saints preserve us, if this is not enough for one time. Ignorance should not be condemned until there has been an opportunity for enlightenment. We have had the opportunity for enlightenment and now stand subject to condemnation if we do not correct the evils. I do not condemn the old methods as dishonest; they were up-to-date when adopted, but the time has come when they are not up-to-date and need improvement.

Now, what would be right?

It would be right, reasonable and sensible to have a uniform standard of grading throughout the entire country. Wheat ought to grade the same in the hold of a vessel at Galveston, or in the miller's hopper in Boston. Oats and corn ought to grade the same from Maine to Florida, from the Atlantic to the Pacific. These grades ought to be so fair, stable and honest that they would be recognized the world over.

It would be right to allow the consignee of grain to say whether he wanted it inspected or not. No grain should have the stigma of an inspector's brand put on it unless he wants it put on. Right here, we find one of the strongest arguments against Federal inspection of grain, and particularly against the bills that have been in-

troduced in Congress providing for such inspection. Who wants to be obliged under penalty to have every car of grain inspected; regardless of whether he has sold it cool and sweet, or under any other conditions not requiring a specified grading? It is absolutely impractical and unjust, and wholly undesirable.

It would be right to allow all grain failing to make the contract grade to be sold on its merits by sample without comment by the inspector.

It would be right for the buyer to be obliged to use his judgment as to the value of grain, the same as the seller is obliged to do.

In short, it would be right for the exchanges to get together like reasonable and sensible men and promulgate a set of inspection rules uniform throughout the country. Such rules ought to be stripped of all nonsensical verbiage and made so plain that a wayfarer, though a fool, could not err therein. At the same time, trade rules governing the time and place for inspection should be unified. Make the business of grading and handling grain so fair and void of all cause of suspicion that the cry for Federal inspection would fall to the ground of its own weight.

All of the objections to and arguments against uniform grading have been, to my mind, weak and flimsy. We have heard a great deal about climatic conditions. This argument is so absurd that I consider it silly. The rules laid down by which to measure the quality of grain have nothing to do with climate. The province of the inspector should be to judge whether the grain he is inspecting fails to meet the requirements of a fixed standard. He should not be called on to say whether under certain climatic conditions it will retain the grade for a given or indefinite period. He should be an impartial arbiter, or referee, between buyer and seller to pass on present conditions—facts as he finds them—and not to indulge in any fancies which his fertile imagination may picture.

As said above, the inspector should pass judgment here and now as to the condition and leave climatic conditions and prospective changes to a kind and beneficent Providence. It should not be within the province of an inspector to deteriorate the value of your grain, nor put a stigma on it, by enumerating its defects. He should decide the simple question, "does it," or "does it not," come within the stipulated requirements set down by inspection rules; if not, then sample it and report it, "Sample—value to be determined between buyer and seller." I have, scores of times, seen buyers of grain look at samples and express opinions as to their values, and afterward, on seeing the inspector's grading and comment, conclude that its value was 2, 3 or 5 cents less than what they had thought before they knew the inspector's opinion.

I believe in doing everything possible to increase the sample sale of grain. I would so foster and encourage it that it would tower head and shoulders above the grade markets. Thousands of cars of grain that are inspected as "Off Grade" are of just as high value to the consumer as though they had passed the standard grade. Grain is a product of nature; its intrinsic value cannot be enhanced by branding it. The use to which the grain is to be put, or the length of time it will remain in a merchantable condition, and the question as to whether it will carry in its present condition, and all like questions, are not matters within the province of the inspector. This concerns only the purchaser.

Now, what would be the practical working of uniform grading rules?

New York, Baltimore, Philadelphia and all the other markets would receive practically the same kind and amount of grain they now receive. Uniform grade rules would not diminish production. The same standard of grading would be applied everywhere; the markets would be just as free to manipulate, clean, mix and raise or lower quality of grains as they now are; they would only be required to submit it to the same rules going out as coming in. Certainly nothing



unfair about that. Grain, bought Chicago inspection for New York delivery, would be at purchaser's risk as to change of quality in transit. If one market is more favorably located than another as to climatic changes which might affect quality, that is the good fortune of the market so located. It is not quite within the province of the grain dealer to controvert the laws of nature by inspection rules. There would be nothing complicated or unreasonable about it—easy, smooth sailing. Most of the misunderstandings would be eliminated.

What are the reasons why some of our markets refuse to consider uniform rules of grading? It is up to them to answer. I have yet to hear of a reasonable, sensible argument against it. It is argued that government inspection is the most feasible source of relief. No! No! a thousand times, No! Uniformity? Yes, give us uniform rules throughout the country, controlled by the exchanges, if possible. If the exchanges are too selfish to get together and give a little here and take a little there, so as to arrive at an agreement, then as the last resort give us such government interference as will bring them to it.

To my way of thinking, and I have said this before, the most charitable construction that can be put upon the action of any market which refuses to consider the subject is that its methods are so particularly favorable to that market that they are afraid to change them and be put on a parity with other markets. Is it cowardice? I prefer to ascribe it to that rather than to dishonesty. There remains, however, in the minds of the public a lingering suspicion as to their reasons for so refusing to consider this important subject. In fact, one of the greatest evils of the present diversified methods of inspection of grain is a growing suspicion that exists between the different markets and between western shippers and markets.

A shipper in Indianapolis ships No. 3 corn to New York and it grades No. 4 corn. What's the reason? First, difference in requirements for 3 corn in the two markets; second, the corn has deteriorated in transit; third, the uncontrollable tendency of human nature to be selfish. Analyze it carefully. The Indianapolis man has an inspector who is naturally looking after his (the shipper's) interest. The corn in question is very close to the line; the inspector weighs the problem carefully; his employer's interests are at stake. If he says No. 4, it will lose 2 or 3 cents per bushel. Now, at this point, human nature, governed by laws as immutable as the course of the sun, asserts itself; he calls it 3 corn, because it is to his employer's interest to do so. The grain goes to New York. Another inspector, under another set of rules, applies his standard. Nature's laws are still working; it is to the interest of this inspector to make it No. 4. It will make more money for his employer; hence No. 4 it is. You say to me that I am charging dishonesty and unfair methods to these inspectors. Not a bit of it. Nature is nature, and can only be changed by nature's God. It is as natural for human judgment to sway toward selfish human interest as for the sun to travel its course, or the heavenly planets to move in their fixed orbs.

After reciting such a large list of grievances and irregularities, I feel that I would only be classed as an agitator did I not give my views as to some remedies; so I will undertake briefly to give my views as to some of the cures, for the patient is sick nigh unto death. We are offered the services of Dr. Federal Inspection, but he has had no special training in this line. I am afraid he is a quack, so let us stick to the old doctors. Have them take a post-graduate course and bring themselves up to the requirements of the time.

I would recommend that the exchanges get together and agree on a uniform standard of grading of grain. This standard should contain only three grades—1, 2 and 3 of each variety. All of the rest should be thrown into "sample."

I would recommend to Congress the adoption of these rules as the fixed standard for grading American grain. I would make it a penal offense to apply any other standard to the grading of grain. I would establish such trade rules as to time and place of inspection and delivery of grain as would leave no room for misunderstanding between shipper, buyer and seller. I would leave the appointment of the inspectors with the commercial bodies which now control them. I would constitute the inspectors' referees pure and simple, both on grades and sample grain. I would create an appeals committee of three in each recognized market, to whom all differences as to grades should be submitted. After abolishing all grades below 1, 2 and 3 appeals would be rare. I would have this appeals committee composed of men of known ability, non-members of the exchanges from which the appeal is taken, appointed by the judge of the court in the county where the appeal is to be taken. I would have the expense of the appeals committee borne equally by buyer and seller.

These are not all of the reforms necessary by any means, but they will serve as a beginning. Great reforms are not established by one single bound, but by small increments of advancement.

Let us take at least one step forward in inspection reforms—we haven't taken one for forty years. In saying this, I am mindful of the moisture tests that have been recently introduced in testing grain. As real tests of value, I think they amount to but little. I expect to bring down upon my head the wrath of the moisture test friends, when I say this, but I thank my lucky stars, I am not alone in this belief.

When we have earnestly and honestly striven to correct all of the evils that we know exist, we will be rapidly approaching the dawn of the millennium in the grain trade—the dawn of that day when buyer and seller stand on equal footing, when the greatest commercial industry of the world will have entered the arena of the "Square Deal."

#### MANCHESTER SHIP CANAL.

The Manchester Ship Canal has been deepened from 26 feet to 28 feet throughout its entire length. The additional two feet of water has been obtained after more than three years of continuous work and at a very great cost, and marks another important stage in the development of Manchester as a seaport.

This increased depth will materially affect the tonnage navigating of the canal and will serve to increase the confidence of shipowners in sending their vessels up this splendid waterway. It means that the vast majority of the cargo steamers of the world can now safely and easily load and discharge their full cargoes at Manchester, which in the case of the largest of these was not possible prior to the deepening of the bed of the canal.

#### THE REYNOLDS DISTRIBUTING SPOUT.

One of the new distributing spouts recently placed on the market, which has sprung at once into popular favor, is shown in the illustration. It is called the Reynolds Spout and is made with a straight discharge spout, the lower section being fitted with a telescope sleeve made to clear or enter any desired bin duct.

Among the points which have led to its popularity is the fact that it gives a straight outlet to the grain, the latter thus not being retarded and no dust is created by the grain striking against the spout and being deflected. It is very durable and easy to operate. The manufacturers are the Weller Manufacturing Company, Chicago.

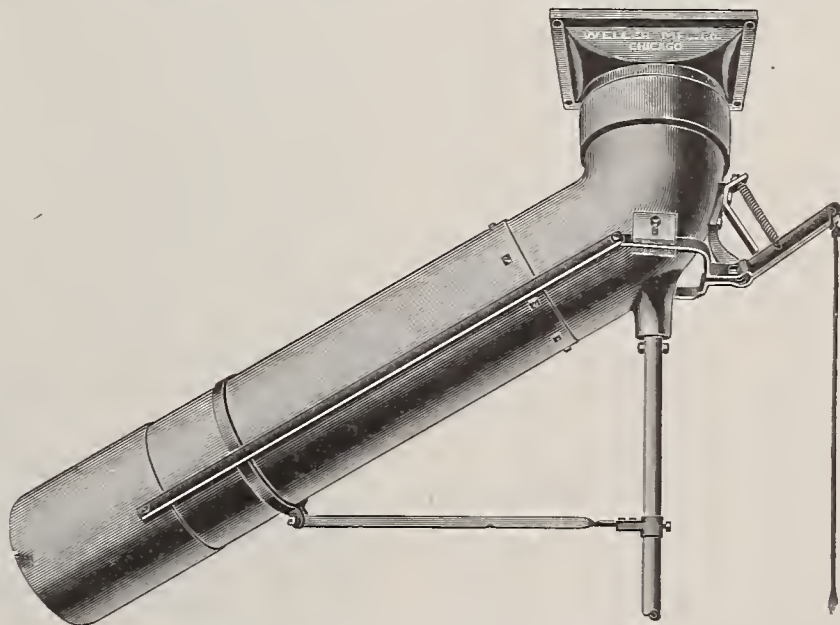
#### NEW WHEAT.

First arrivals of new wheat are reported as follows:

Pond Creek, Okla., June 27; price 75c; test, 62 lbs.; excellent quality.

McPherson, Kan., June 26; sold by Cottingham & Sons to Pearl Milling Company; test, 62 lbs.

Hutchinson, Kan., June 26; sold to Kansas Grain Company; test, 58 lbs.



THE REYNOLDS DISTRIBUTING SPOUT.

Garfield & Frizell, Kan., June 26; sold to Rock Island Grain Company; test, 62 to 64 lbs.

Hannibal, Mo., June 26; sold to Hannibal Milling Company; test, 63 lbs.

Topeka, Kan., June 25; sold for 75c; test, 61 to 63 lbs.

Vincennes, Ind., June 23; sold to Bartlett, Kuhn & Co.; price, 75c; test, 58 lbs.

Larned, Kan., June 26; test, 61 to 63 lbs.

St. Louis, June 19; from Charleston, Mo.; sold at auction for 86c by Ballard-Messmore Commission Company to Plant Milling Company; graded, No. 3 red; test, 57 lbs.

Jonesboro, Tenn., June 20; sold to Knoxville City Mills at 97c.

Baltimore, June 17; from Lancaster County, Md., to S. M. Lyell & Co.; bought by C. S. Schermerhorn & Son for \$1; dry, good color and free from garlic; would grade as No. 2 red.

Chicago, June 29; fine, heavy winter, but graded no grade on account of garlic.

Nashville, Tenn., June 20; graded No. 2; bill to Hardy Grain Company; test 60 lbs.

Kansas City, June 28; sold at auction at 90c and \$1; graded, 2 red.

Alton, Ill., June 24; sold to Frank Johnson for 85c.

Lebanon, Pa., July 2; quality fine; price 80c.

Wichita, June 30; No. 2; test, 60½ lbs.

Philadelphia, June 30; Maryland No. 3.

Mrs. Fred B. Wells, Mrs. W. W. Heffelfinger and George Peavey, of Minneapolis, heirs to the estate of the late Frank Peavey, have presented to St. Thomas Episcopal Church, Sioux City, Ia., the old Peavey homestead there, to be used as a rectory.



### SOME OF THE WORK OF HENRY L. BOLLEY.

Prof. H. L. Bolley, now head professor of biology and experimental station botany at the North Dakota Agricultural College, received his general training in the public schools of Indiana and the Agricultural Mechanical College of Indiana, Purdue University. Later he studied at Wisconsin University and other institutions. He was for a time assistant botanist of the Indiana Experiment Station and has been in charge of the department of botany and zoology and of the experiment station work of the Department of Botany at the North Dakota Agricultural College of North Dakota since the founding of that institution.

Professor Bolley is the discoverer of the cause of potato scab and also of the cause of flax-sick soil. The latter disease is due to parasitic fungus of the most destructive character and of the most difficult character to determine in the first experimenting work. For years these destructive diseases of the potato and flax crops were supposed to be due to indefinite soil troubles.

For instance, it was said of potato scab that it was caused by the wire worm. In fact, almost every type of soil insect has been referred to as causing potato scab. German and English literature ascribed it to poor mechanical conditions of the soil or to excessive use of fertilizers and other causes, all of which theories demanded extensive experiments on the part of Professor Bolley while at the Indiana Station to disprove their connection with the disease. Later he definitely proved the parasitic origin of this trouble and proposed corrosive sublimate treatment, which has come into general treatment throughout the potato-growing world.

After locating in the Northwest Professor Bolley became convinced that the so-called "flax-tired" land was not sick of flax in the sense that agriculturists had previously claimed, but that the trouble was due to some obscure parasitic disease. It took nearly nine years of investigation before the real cause was finally located, when it was found to be an indefinite fungus growth of the nature of a *Fusarium*, attacking the roots of flax plants and remaining from year to year in the soil. This disease is now largely controlled by the introduction of the formaldehyde method of seed treatment, whereby it was proven that virgin soil is free from the trouble and that by treating seed it will remain free from this trouble. Since the introduction of this mode of seed treatment and a proper crop rotation, farmers of the Northwest have found that they can make the flax crop a stable one.

This is a discovery of greatest importance to agriculture, as heretofore farmers have been able to raise this important oil and fiber-producing crop only for a few years upon the same soil, after which the soil is apparently forever done with flax. When the seed is treated every year and the usual crop rotation followed, it is found that the flax disease gradually disappears.

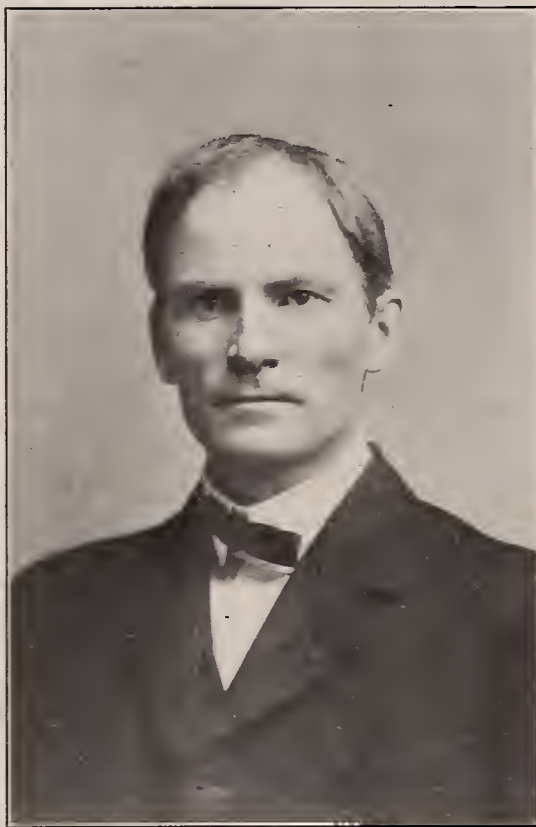
The process means millions of dollars to the Northwestern states and is now being generally adopted throughout the flax-growing regions of the world.

This experiment-station worker is also the originator of the formaldehyde method of seed disinfection. In 1893 Professor Bolley proposed this method of treatment for the prevention of oat smut and it was eventually found to be thoroughly applicable to practically all kinds of seed, resulting in the destruction of all of the kinds of cereal smuts, including the stinking smut of wheat, the loose smut of oats, barley and millet. Only the loose smuts of wheat and of corn escape. These are distributed by the wind from plant to plant.

It is estimated that the wheat crop of the United States is improved by over 20,000,000 of bushels every year through the elimination of smuts. This discovery came about by a series

of observations and trials which proved that the ordinary chemical treatments injured oats and prevented proper germination. It was found also that they failed to prevent smut because in oats the smut spores are inclosed. Professor Bolley experimented with various gases, thinking to reach the spores in this manner, and finally hit upon the idea of using a gas in solution. This accounted for the discovery of the formaldehyde treatment, which has now been applied to the disinfection of garden seeds and grass seeds as well as the seeds of cereals and has now largely supplanted the corrosive sublimate treatment of potatoes for the prevention of potato diseases.

Professor Bolley has also made extensive studies of the rusts of cereal grains and developed a method to overcome such diseases as rust and wilt by means of special methods of plant-breeding, crossing and selection. This work has already resulted in potatoes which are much



PROF. HENRY L. BOLLEY.

more resistant to potato diseases than originally, and flax which seems to be practically immune to the disease known as wilt. As yet the North Dakota Station has not put out any wheat which it claims to be particularly resistant to rust, but experiments as now finished show that rust-proof wheat will practically be obtained.

The latest work of the botanical department of the North Dakota Experiment Station has been the introduction of the method of destroying weeds in cereal grain fields by means of chemical sprays. Professor Bolley was the first experimenter in this line on an extensive scale. In Europe sodium arsenate and blue vitrol and common salt had often been used to sprinkle walks and drives to kill the weeds and grass, but the work at the North Dakota station was undertaken with a view to finding whether chemicals might not be selected of sufficient strength to destroy weeds and yet not injure grass and cereal grains, the idea being that a traction sprayer could be driven over the grain fields and thus destroy king-head, mustard and other weeds.

The experiments started in 1896 have been conducted each year until at present the work has proven such a success that it has been taken up on an extensive plan in a number of the different states and in many European countries. The first experiment showed that mustard could be completely eradicated in grain fields without in any way injuring either oats, barley or wheat. Later experiments have extended the list of weeds which may be killed in this manner and the number of crops which may be properly sprayed. Thus it has been shown that the treat-

ment may be extended to the corn crop and to the flax crop.

Extensive field trials show that in crops where mustard and other weeds are abundant the yield in grain is often increased from one-third to one-half the crop. A proper field sprayer and two men and a team can treat from 25 to 50 acres of grain in a day. At the present time traction sprayers are being sold in North Dakota faster than any of the manufacturing firms are able to put the machines into the territory.

The experiments have covered a wide range of chemicals, so that it is not necessary for the farmer to be compelled to use one and only one. Thus the experiment station has guarded against the possibility of any company controlling the price of a chemical which will kill weeds. Mustard, for example, is easily destroyed by the use of common salt or copper sulphate, iron sulphate or sodium arsenite, provided only that the proper preparations are used and the application made at the proper time.

Agricultural workers are of the opinion that this mode of weed destruction will eventually prove the most economic principle of weed control that has yet been devised for work in cereal crops and in pasture lands, waysides, parks and waste places.

One of the difficulties confronted in this weed spraying work is that arising from the fact that there was no spraying machinery on the market suitable to undertake this field work. By constant correspondence with the manufacturers most of them have now so modified their power sprayers as to furnish special spray beams set with special nozzles suited to throw liquid evenly over the grain and weeds. For this work traction sprayers are needed which will develop pump pressure of approximately 150 pounds when ten spraying nozzles are running for each rod of spray beam. For mustard, king-head, ragweed, cocklebur and many other annual weeds, the following solutions are recommended in Bulletin 80:

Iron sulfate, 100 lbs. to 52 gals. of water; copper sulfate, 15 lbs. to 52 gals. of water; sodium arsenite, 2 lbs. to 52 gals. of water; common salt,  $\frac{1}{2}$  barrel to 52 gals. of water.

Sodium arsenite is much the most efficient eradicator of such weeds as Canada thistle. It is also the cheapest, but at present it is not at all a common substance on the market. Drug-gists yet persist in selling sodium arsenate when the arsenite is called for, but the arsenate is not satisfactory for the work in grain fields and should not be used.

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#### AGRICULTURAL SPECIALS.\*

BY H. W. ROBINSON.

In discussing the subject I am to present to you this morning, it would seem the "Agricultural Special" is but one of the progressions in the development of farming so characteristic of all American institutions and industries. Education in many of the sciences and arts has been carried on almost from the birth of our nation, demanding special schools of training with the most efficient talent, but we only leaf back over the pages of comparative recent history to find agriculture being recognized as one of the sciences and demanding attention. However, it may be truly said that no science has ever made the rapid strides in development as has this one. No sooner had a Department of Agriculture been established at Washington than agricultural colleges and experiment stations began to spring up in all parts of our country, and the procuring of proficient instructors and directors was the problem of this new life. I will not attempt to review the unprecedented activity in this branch, but pass directly to the part in which we have become interested, "Agricultural Specials."

This work was first introduced by the Agricultural Colleges of Iowa and Nebraska in 1904. I

\*An address by the author before the Ohio Grain Dealers' Association, at Cedar Point, O., on July 2, 1908.



was unable to collect data on the Iowa work, but through the kindness of the deans of the Illinois, Kansas and Nebraska Colleges I learned something of the work as it has been carried on in those states. Owing to the broad agricultural possibilities of the West and the wonderful opportunities for development in this bounteous new territory, I have found that the undertaking has been carried on much more extensively in these states than in Ohio. In making a summary, I find they have engaged in the work on a broad plan since its inauguration and each station reports elaborate results and success. However, it is my purpose to review the work in Ohio in the time allotted to me, and I have only referred to the work done in other states in an attempt to lead up to it.

At the annual meeting of the Ohio Grain Dealers' Association, held at Put-in-Bay two years ago, a resolution was offered and adopted, providing for the appointment of a standing committee to be known as the Ohio Agricultural Experiment Station Committee. It was created for the purpose of co-operating with the State Experiment Station and Agricultural College for the accomplishment of any work that might appear to be of common interest. Realizing the benefits of agricultural special trains, such as were reporting extravagant results in the states I have mentioned, the committee turned its attention to the work in Ohio. The Agricultural College and Experiment Station, already knowing the value of such a work, were quick to join in the undertaking. They presented the matter to several of the railroad companies operating in the state, and after investigation they also joined in the movement; thus the trinity forming the so-called "Agricultural Special." Uniting efforts through this channel promised to result in mutual benefit; first, to the Station and the College, because it is within their mission to give the farmers of Ohio results of experiments together with system; and, next, because systematic farming would result in an increased production of crops and consequently a greater volume of business for the grain dealer and thus more for the railroads, or carriers.

The first "Special" was run during the last three days of 1906 through the central part of the state, and during the months of January and February, 1907, two more were operated through southern Ohio. During the past winter three trips were also made; the first one over the C., H. & D. Railroad through the western part of the state; the next over the N. & W. through southern Ohio, and the last over the T. & O. C. lying between Toledo and Columbus. The "Special" is generally made up of a baggage car, two or three coaches for lecturing purposes and a café car. The party accompanying the train is made up of from four to six instructors from the two state institutions, officers and members of the committee from this Association, and usually a number of railroad officials. The State Board of Agriculture also has participated in this movement by furnishing one or two state lecturers who with the professors from the two institutions take charge of the lecture and instruction work, and the Ohio Grain Dealers' Association through its representatives takes charge in general, while the railroad officials assume the role of host.

About eight thirty to forty-five minute stops are made daily. The average attendance at the meetings during the past winter was good, the audiences varying from seventy-five to five hundred. Whenever we were greeted by a smaller number of farmers we could attribute it to various reasons, such as inclement weather, the unfavorable part of the day for country people to get away, failure on the part of railroad agents to properly distribute the advertising matter forwarded to them, and last, but not least, to the indifference on the part of the local grain dealer who should have taken (and in most instances did take) the active lead in awakening enthusiasm. A very

marked characteristic of the meetings was that the attendance was made up mostly of persons directly interested in the discussions. In evidence of this, allow me to sight you to the fact that it was a difficult task in nearly every instance to clear the trains when the time was up to leave for another stopping point.

The work of the Ohio Specials thus far has been turned to the subjects of corn and alfalfa. It was the unanimous opinion of those in charge of this experiment that these crops offered the most favorable topics from which to gain marked results. With but few exceptions we found a large per cent of those attending the meetings interested in corn rather than alfalfa. Our first impression in accounting for this was that the trains were operated through the corn belts, but we are told that alfalfa is a most favorable routine crop with corn. Thus we can only conclude that the farmer's interest was with the crop that has been making his bank account, either directly or indirectly, rather than with its accessory, alfalfa, which is comparatively new.

In passing to the results to be derived from the "Agricultural Special" we can but say the interest it has awakened has been beyond expectation and most gratifying to those who carried on the work. Like unto the great work being done by our Agricultural College and Experiment Station, it takes time for the planting to mature in its full ripeness. Since referring to these two state institutions, in a comparison, I want to say that the struggle which they have undergone in the accomplishment of a noble purpose can never be fully realized and appreciated until we have their harvest in the next generation, not in a slavish peasantry, but in scientific farmers. If the "Agricultural Special" has but established the realization of a common interest among those who have participated in it—yes, even though it has only been the means of creating a stronger fellowship between the grain merchant and the men with whom we were associated in this work, we have even accomplished a noble purpose. But we recognize it has done much more. We know the effort has already borne fruit in awakening new energy among farmers and we know the planting has but started to bear.

I cannot conclude without glancing into the possible future of the "Agricultural Special." We have but turned the outside furrow of a large field. A dozen trains could be run during the coming year with unlimited and immeasurable results in the interest of alfalfa alone. Its food value must give it place among the leading crops of Ohio, and owing to the difficulty in getting it properly started, as well as the care required in harvesting, no limited amount of work still remains to be done to get it in general cultivation. The effort to increase the production of corn is but opened, and there is equally important work to be done to improve and increase the harvest of many other leading crops.

Thus we can but readily understand that this educational institution on wheels is but an infant. The railroads that have participated in it are the most enthusiastic in the undertaking and others are rapidly feeling the inspiration. The lecturers who labored so faithfully to accomplish its success have only expressions of favor for it, and the representatives from this Association have been more than gratified. In all it has been a most commendable undertaking, reflecting credit on the Ohio Grain Dealers' Association, which took the initiative step. It has further served the purpose of bringing the Experiment Station and Agricultural College closer to the people, thus creating new interest in the grand work they are doing. And this is not all; it has been the means of cherishing a better feeling between the railroads and the public. If all these, then let us stamp the emblem of SUCCESS on the "Agricultural Special" and in the future be more willing than ever to lend a helping hand in assisting it to accomplish its purpose.

## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL.B., of the Chicago Bar.]

### Ordinary Liability With Usual Rate Implied.

Where two rates are provided, one in contemplation of the ordinary carrier's liability, and the other a less rate by reason of a limitation of that liability, the Supreme Court of Washington says, *Harris vs. Great Northern Railway Company*, 93 Pacific Reporter, 908, that it would seem, in the absence of an understanding or agreement between the shipper and the transportation company, that the carrier would assume the ordinary liability which rests upon a common carrier of goods, and that the usual rate for carrying said goods would be the one which the law implies. In other words, the lesser rate is only available as a matter of special contract, or where it is intended and understood by the shipper and carrier to apply in a given instance.

### Use of Principal's Money, etc., by Agent to Pay His Own Debt.

The doctrine that an agent disposing of the property of his principal, without authority, transfers no title as against the principal, the Supreme Court of Appeals of West Virginia says, *Perry vs. Oerman & Blaebaum*, 60 Southeastern Reporter, 604, does not apply to currency or negotiable instruments without restrictive indorsement, where they have come into the hands of a bona fide purchaser for value, without notice. To make one liable by reason of participation in misuse of money of the principal by an agent, upon the ground that it was used to pay the private debt of the agent, it is necessary to show not only that the party sought to be charged was aware that the money belonged to the principal, but also that he was aware that the debt paid by it was in fact a private debt of the agent, or such a debt that payment thereof could not lawfully be made out of such money.

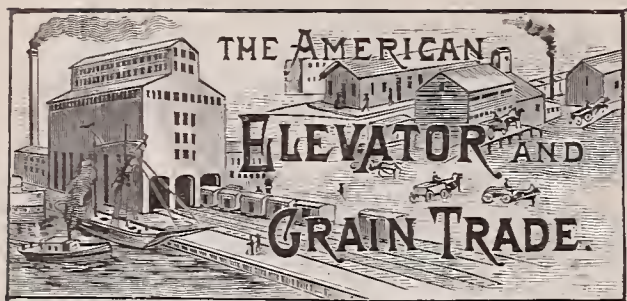
### When Carrier May Refuse to Receive Goods and Liability for Loss.

While a carrier is liable as an insurer for the loss of freight which he accepts for carriage, and while generally he is required to accept for carriage all freight properly packed and delivered to him for the purpose of transportation, still a carrier, the Court of Appeals of Georgia holds, *Coweta County vs. Central of Georgia Railway Company*, 60 Southeastern Reporter, 1018, is not required to accept for shipment all freight which may be tendered. If a carrier knows an article tendered him for carriage is injurious to the public health, public peace, or morals, or is likely to destroy the property of others, or if the property tendered for shipment is in such condition that it cannot safely be transported, a carrier has the right to decline to receive the proposed shipment. A plaintiff, by showing the delivery of his goods into the possession of a common carrier for the purpose of transportation, and establishing the fact of loss, raises a presumption of liability on the part of the defendant for their value, if the self-same evidence does not show the consequent loss was occasioned by the plaintiff's own negligence. A carrier may be liable for the loss of freight in spite of the most extraordinary diligence. But any shipper who, either before or after shipment, directly or indirectly, intentionally or unintentionally, causes the injury or destruction of his own property, cannot make the carrier pay for it.

The Illinois State Corn Exposition, at Springfield, has certified to an increase in capital stock from \$10,000 to \$20,000.

D. C. Wheeler & Co., Chattanooga, have the contract to supply the army with fodder during the maneuver camp in July. The amount of the contract is about \$44,000.





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JULY 15, 1908.

Official Paper of the Illinois Grain Dealers' Association.

### PENALTY RATES ABANDONED.

The Harriman lines on the Pacific Coast (O. R. & N. Co.) have abandoned the 120 tariffs and will hereafter assume all risks of loss and damage in transit. This plan wipes out the penalty charge of 20 per cent on shipments not forwarded "at owner's risk," said W. D. Skinner, assistant general freight agent for the Harriman lines. "The amendment to our tariffs will change our local O. R. & N. tariffs, including distributive tariffs from Portland. Arrangements have been made with some of our connecting lines for transcontinental business, and additional transcontinental roads will cooperate with us, no doubt, as further arrangements are made, when additional amendments to the tariffs will be published."

The 120 rate has been declared legal by the Commerce Commission; but the objections to it are so many and vital as to make it a perpetual source of friction that has been complained of for several years. It not only acts as a form of discrimination to big shippers, who are able to assume all risks in order to get the 20 per cent reduction, but the bill of lading throws the burden on the shipper to show negligence and to specifically locate it in order to collect damages. It was this penalty feature of the original "uniform bill of lading" that most of all created the fierce objection to that document and threw it several years ago into the hands of the Commerce Commission. The pledge of the railroads at that time that the 120 rate would not be put into force pending a settlement of the controversy has not been kept; but not all shippers of grain have kept up their part of the agitation needed to bring about this change now initiated by the Harriman lines. In the future, should the new policy be generally adopted, if the goods are not laid

down at destination in as good condition as when they were accepted for shipment by the railroad, the burden of proof will be against the latter to escape penalties for negligence. The new rule will eliminate the contract element between the railroads and the shippers and returns again to the common law rule, making the carrier responsible for all harm or loss to freight in transit, save that inflicted through an act of God or the public enemy.

### UNIFORM INSPECTION.

Mr. Reynolds' address on "Uniform Grading," p. 21 *et seq.*, is not commended to the attention of the reader because of the novelty of his views, but because it is a powerful and, perhaps we may say, exhaustive statement of views that the grain exchanges have practically rejected, but which they have not yet fully and conclusively controverted. The exchanges cannot, therefore, expect these views to remain long in the limbo to which after the last Uniform Grade Congress they seemed to have been consigned. No question is ever settled until it is settled right; and while the exchanges naturally object to any changes of grading rules that will have a tendency to remove or neutralize certain baits they may throw out to shippers to influence them in favoring particular markets, it is but too clear that the leaven of equalizing tendencies—tendencies toward uniformity in all commercial methods, laws and customs—is working in the grain trade as in the hay and feed trades.

And the shipper is assuming more consequence to himself. He is beginning to "feel his oats," so to say, as every true democrat sooner or later comes to feel his own importance. So the shipper, like the ultra democrat, is declining—not vociferously as yet, but it may come to that—to have all legislation cut and dried for him even by his representatives—he is insisting on taking the "initiative" himself.

We believe it is so with this matter of uniformity. The intelligent shipper wants the Government to keep hands off, and he wants—well, see what Mr. Reynolds says he wants; he says it better than it can be restated here.

### STANDARDIZATION WORK.

The extension of the work of the Bureau of Plant Industry along lines of grain standardization, which will be undertaken this season, is explained by Mr. Shanahan, expert in charge, in a communication found on page 20. These investigations will be in the direction of ascertaining the causes of depreciation in the quality of grain in transit—causes which are found in the proportion of moisture the grain contains and the kind and character of the molds found in connection with all kinds of grains as with all kinds of other perishable products.

The value of this work will hardly be questioned. Mr. Reynolds, in his address on uniformity, voiced what is perhaps a rather general scepticism of the trade as to the great influence of moisture on keeping quality; or, rather, the belief that its evil influence has been overestimated. It may be so; though one is

inclined to think not, when it is considered that heat alone rarely causes destruction of vitality or substance except as these are the results of desiccation. The veritable "mummy wheat" and the corn (maize) of the Cliff Dwellers and the mummies of Peru that have come down to us have lost vitality by desiccation, but the substance of the grains otherwise is unchanged. Further, we know that even in cold storage moisture is the *bête noir* of the superintendent, heat being but the agent that facilitates the destructive influences that find activity only in the presence of moisture also.

The study of the combined influence of moisture and heat for the destruction of grain in transit or in storage must yield beneficial practical results that will interest the men who are called on to actually handle the grain from the farm to the place of consumption.

### ILLINOIS WAREHOUSE LAW.

There is no disposition in any quarter, so far as we know, unless it be in Mr. Grealey's belated politico-literary bureau, to reopen the elevator case, as determined by the Supreme Court; but the last decision by that body in the case of the People vs. Ill. Cent. R. R., on the question of the right or duty of railway companies to own and operate public elevators in this state, of which a brief is printed on another page, certainly is an interesting piece of reasoning and an exposition of laws that have long outlived their usefulness. The Illinois law and the laws of other states made on its model undoubtedly do not authorize railroad companies to maintain and operate public elevators; yet recognizing the fact that railroads cannot handle grain as carriers without terminal elevators, they do own and maintain them. This is a fact that the court could not decline to take notice of; so it concedes that the railroads may "under some circumstances have power to furnish storage" (see fourth paragraph of brief cited); but, continues the court—

such storage contemplates a rotation, so that no one shipper or consignee can monopolize all the storage room and hold the same indefinitely, or until the market seems to justify him in selling his grain. The duty of a railroad company to the public, to transport all the grain that is offered for transportation, forbids the company from adopting a method of business which would permit third parties, over whom the company has no control, to use its storerooms and warehouses indefinitely, to the exclusion of other patrons and the embarrassment of the company in the performance of its duty as a carrier. [See also next paragraph of brief cited.]

But this was the very act and condition complained of by the People. The railroad had, in fact, leased its facilities to private parties, who had threatened to "monopolize all the storage room and hold the same indefinitely" and thus debar other persons from using the facilities which the public carrier had provided for the handling of the grain of the general public, and by so leasing its elevators the carrier had also put it in the power of "one buyer to monopolize all the bins in these elevators," etc., etc.; yet the court, by some curious and unusual course of reasoning, was unable to see how "the general public would be benefited" or the carrier be better able to discharge its duties as a carrier if its facilities were thrown open to the use of all shippers



using its lines and to all persons desiring to carry their grain in storage in its bins.

In short, the fact that the court's opinion was so obviously strained to adjust the conditions of trade and commerce in grain to the terms of the existing Illinois law opens up the question whether the law itself ought not to be repealed and a new one made that will meet the requirements of the grain trade and direct the railways to open all their elevators to the general public in some such way as the Santa Fe elevator in Chicago is now operated by that road for the benefit of its patrons.

#### GRAIN DOOR REFORM.

The cost of all wastes in business, whether in production or distribution, must be borne by producer or consumer, or absorbed by the distributors, whose compensation is thereby lessened. In the matter of the grain door we are inclined to think the loss caused by imperfection is divided between the carrier and the shipper, the former paying for the door itself and the latter suffering a certain degree of loss, not always chargeable to the producer, through the shrinkage in transit. Mr. Wells, in his paper on another page, estimates this loss to the carriers at \$3,000,000 annually; the loss to the shipper, not chargeable to the producer, is at least as great.

It is an encouraging sign of growing appreciation of the fact that this waste is unnecessary and may be prevented that the Iowa Railway Club has taken the subject of reform for serious consideration from the railway point of view. But, as Mr. Wells points out, the grain shipper must do his part if the hoped-for reform is to obtain; for he has been using as little sound judgment in the use of the doors as the railways have in providing doors of poor quality. Cheese cloth to the shipper is about as cheap as nails and a good deal more effective in stopping a leak, and its use would save many doors in condition for reuse and prevent loss by leaks that vicious nailing of doors does not and cannot prevent. Coopering of cars, under Commerce Commission ruling, is a charge on the shipper. It is to his interest therefore to join with the railways in such treatment of cars that subsequent coopering may be reduced to the lowest amount.

#### COUNTY DEMONSTRATION FARMS.

Issue has been taken with the "American Elevator and Grain Trade" on the proposal to use county farms for "demonstration farms," as proposed by President Wayne in his address to the Illinois dealers in June, on the ground that county farms are not suited to the purpose proposed; whereas, it is said, experimental farms should be located near the rural high school or consolidated school of the county. Of this type of farm there is said to be one in DeKalb County and others on a smaller scale in McDonough and McLean Counties.

The objection is well taken, of course; but one is not quite so sure that the preferred plan is entirely practicable, if immediate ac-

tion is desired. The movement to establish the rural high school has been very slow in developing in Illinois, and the consolidation of the rural schools is equally slow in taking form; so that while nothing in educational methods is now more desirable than the union of the rural high school and the experiment station that consummation appears to be so far in the future that the first thought of this paper was to turn Mr. Wayne's project to immediate account by making use of portions of the many county farms. This could be done without in any degree interfering with the movement to establish rural high and consolidated schools with attached experimental farms. The objection that county farms are for a special purpose which would be interfered with by the use of a portion of their area for experimental purposes, or that they are not typical as to soil, will hardly stand analysis, if, as this paper assumes, it is desired to have the testing of, say, seed corn in local habitats begun at once. It is much better to have half a loaf than no bread; and the immediate and even temporary use of a section of a county farm for experimental purposes would be far better than to wait for the slow process of establishing rural high schools before experimentation of any sort should be undertaken.

#### NEW BILL OF LADING.

The Commerce Commission, after four years of hearings, cogitation and consultation with the interests involved, on July 11 approved and recommended to the rail carriers for adoption a new uniform bill of lading. At this writing no copies of the bill are obtainable by us; but the press report says the bill is in two forms, printed on the face side in different colors, one for "straight" and one for "order" consignments. The "order" bill will possess a certain degree of negotiability, while the "straight" bill will be non-negotiable.

The new bill, as the public are told, was specially drawn to meet the requirements of commerce and trade in commodities shipped on order bills, with drafts attached. This order bill is a compromise, it is said, but it is expected it will meet to a large extent the requirements of the banking concerns of the country, which advance vast sums of money upon bills of lading. The changes have all been in the direction of greater simplicity in the interest of the shipping public; but it is a compromise in that it imposes important obligations which carriers have not heretofore assumed, and retains exemptions to which some shippers may object. The Commission believes, however, that the bill is the best adjustment practicable of a long-standing controversy which affects the business interests of the country and expressly retains the right to exercise its corrective authority as to any provisions of the new bill which under the tests of experience may be proper.

It is up to the public and the carriers now to accept or reject the bill which the Commission believes it has no actual authority to promulgate as final; but the Commission believes

the new bill will be adopted by all the railroads in the Official Classification territory and recommends that it be so adopted generally to go into effect on September 1 next.

The bill is not intended to take the place of bills now in use in connection with certain particular commodities, such as live stock, and perhaps perishable property; and in the last respect it may find objections among the produce men who have been asking the Commission to make a bill to meet their needs.

#### ROAD MAKING.

A national association is now engaged in promoting the cause of good roads, relying, however, to a large extent, on the expectation that the national Government may be prevailed upon through Congress to grant aid for the construction of roads. This may happen in the future; but to paraphrase an old saying, the way to build roads is to build them. The farmer is somewhat appalled by the expense of metalled roads, whether gravel or broken stone be used, and thinks he needs help to pay the bills; but he does not stop to consider the even greater expense per mile to which the townsman is put to pave his streets, if only the "business streets" of the town, in order that the farmer may use them when he comes into town over his own highways. He forgets, too, that whether his bill of expense be paid directly or whether it be paid by him indirectly in taxes, the cost of a good road in front of his farm, in the final analysis, must come out of his own pocket and none other. Government revenues are only the income of forms of taxation. But if the farmer waits for Government to do the work and collect the cost of him by piecemeal, he may wait a lifetime before the turn comes for the highway in front of his own farm to be improved.

Already the farmers of this state have paid more than enough money in taxes and labor to have made every foot of the roads of the state hard and passable at all seasons. But the money has been wasted in ignorance of road-making principles and by the incompetency and dishonesty of highway commissioners. Let the farmers, and grain dealers working with them, put a stop to this waste by electing competent and honest commissioners, and, ten to one, a few years will have solved the entire road question, and no one will have been burdened by the cost.

#### A GOOD SHOWING.

One of the strongest arguments for the possession and use of loading-out scales is contained in a letter from H. A. Hillmer Co. to the Avery Scale Co., giving the record of weights at shipping point and on arrival at Chicago of thirty-four cars of oats, corn and barley, which shrank, all told, but 2,440 pounds, or a little over 71 pounds per car. Now, of course, the scales did not prevent loss (for a thirty-fifth car reached Chicago leaking and lost about 700 pounds), but it did save the appearance of loss, which to many shippers amounts to the same thing.



## EDITORIAL MENTION

Don't forget to buy tickets for self and family for Cedar Point, O., and attend the National Hay Association meeting on July 28-30 inclusive.

The value of fireproof elevators is best expressed in the dollars and cents saved in the insurance account, as well as the owner's freedom from anxiety.

The Southern Hotel, St. Louis, will be headquarters of the Grain Dealers' National Association during the annual convention in that city on October 15, 16 and 17.

The new "Official List of Regular Grain Dealers of the State of Kansas," corrected to June 1, 1908, by Secretary Smiley, Topeka, is now ready. It includes also lists of Kansas and Texas mill owners. The price is \$1.

John O. Foering, the veteran (now retired) grain inspector at Philadelphia, still keeps in touch with the grain trade, and contemplates a trip to the Canadian head of the lakes in August, when his many Western friends may have the opportunity and pleasure of seeing him again.

As late as June 18 in Kansas seed dealers were selling 90-day corn for this year's planting in that state, and even later there was some corn planted in Illinois of the same variety. Grain dealers will, therefore, do the state a service by keeping close watch this season on the comparative performances of the two types of corn in their neighborhoods and reporting the facts as they find them as to the relative yield and marketability of the product in December, say.

The Canadian farmers insist that there shall be no mixing of grain at the export elevators, in order that the grain may go abroad in its "virgin purity"; but their latest complaint in Parliament is that the inspection is too stiff because it is lowered in grade when bleached, while the "milling value is unimpaired." We believe this same crowd a year or so ago made the same complaint as to their shriveled wheat, which also "made good flour." If there is any sophistication, in short, the farmer's the man to do it!

The Oklahoma legislature had before it a bill for a law to authorize the secretary of the State Board of Agriculture to contract with some reliable farmer in each county of the state to cultivate forty acres of land, to be known as the "County Demonstration Farm," the Board to prepare and furnish to such farmers a list of crops to be grown thereon, and the area to be devoted to each, and also to furnish the seed for planting such crops, and all available information relative to the best methods of preparation for the planting, cultivating and harvesting of each of them. For any losses sustained by the

farmers in cultivating said "demonstration" crops they should be indemnified out of an appropriation of \$18,750 in a sum not more than \$250 for each of said farmers. The bill passed the Senate, which is as far as we have been able to trace it, for the present.

The grain growers in Manitoba will have a new grouch coming. J. P. Graves, a local trader at Winnipeg, was running a corner on "rejected" oats (think of that), and two elevator concerns had contracted to deliver to him 1,000,000 bushels. When Graves had his corner all nicely cornered, the elevators began delivery by tendering 500,000 bushels of manufactured "rejected," and "busted" him \$150,000 worth, and gave the growers new cause for complaint of the viciousness of the mixing system, from their point of view.

The Buffalo red-ticket system is not of itself objectionable; it was only the railroads' habit of delaying the delivery of red-ticket cars to the elevators that made the mischief. The Corn Exchange has itself made rules that fit the situation and should eliminate complaint hereafter; and if future delays occur it would seem that prosecutions of the carriers responsible therefor for damages would tend to wake them up. Such prosecutions should be undertaken by the associations as a punitive measure of mutual protection of shippers to that market.

If anyone believes the absurd doctrine that "oratory" is obsolete in America, he ought to attend a farmers' meeting to organize an elevator company. The farmers don't invite an expert in the business of buying and marketing of grain to tell them how or what to do from a business point of view; but import a semi-political spell-binder attached to a Chicago commission house, who whoops it up good and plenty, like an old-fashioned spread-eagle country politician, "givin' 'em 'ell." Then he goes among them and passes the stock subscription blank before they have time to cool off. The local promoter gets the job as manager; the spell-binder's principal sooner or later gets the shipments and commissions; and eventually the farmers at least have their stock certificates as souvenirs.

If the National Association is worth maintaining—and who of the trade believes it is not?—it must have cash to pay its expenses. Naturally these ought to be paid by the trade as a whole; and if all those who make a living by buying and selling grain would but contribute a single dollar a year to pay these expenses, the National's treasury would "have money to burn." But all work of this kind is more or less altruistic in character, and is done, or maintained, by the few only; while many reap the benefits. The increase of dues, therefore, of the Association to \$15 a year from direct members is hardly an equitable distribution of the burden of maintaining the Association; but we know these members will not rebel. They have paid the lion's share of the expense in all the past history of the Association, and they will continue to do so in the future, not because they benefit more than the affiliated mem-

bers do individually by reason of its existence, but because they appreciate the trade's need of such an organization; and, also, let it be said with all frankness, because, in all trade matters involving expense and the giving without seeing direct tangible returns on the instant, they are more generous and liberal than are the affiliated members.

A certain Philadelphia Stock Exchange house recently had one of its partners traveling through the West and Southwest "picking up" crop news. He picked it up all right; but when accused of differing quite radically with "official" reports he retorted hotly: "It is perfectly obvious that I am a greenhorn so far as crops are concerned, but I am willing to bet that what I lack in expert knowledge is more than made up by the honesty of the figures and conditions which I transmit to you. It seems to me that one does not need to be a farm doctor to diagnose symptoms of poor crops. So far I have seen some growing crops that must of necessity turn out poor, but most of them will turn out well." From all of which it is evident this amateur has missed his calling—he ought to be attached permanently to the sunny side of the Agricultural Department.

The press, the farmers, the Grain Commissioners and the exporters of grain are again deep in the debate on the question of handling Pacific Coast wheat in bulk vs. sacks. Sacks cost money, and the mere handling of the grain in them undoubtedly costs more than it would cost to run it through elevators. But there is the old belief that grain cannot be exported in bulk. But can't it? Is that an assumption or not? A shipload in bulk is now on its way to Europe from that coast; why not wait and see how that experiment turns out before making such dogmatic assertions as this of the West Coast Trade, that "Grain cannot be exported in bulk on this coast—yet; consequently, sooner or later, it must be sacked, and it is priced accordingly?" Surely, the elimination of the bag and bagging expense would be desirable, if it can be done.

The Orange Judd Farmer, or Western edition of the American Agriculturist, has opened its annual campaign for the co-operative grain elevator and mail order buying; and for the benefit of would-be buyers among its readers of gold bricks of this sort cites the single case of an Iowa farmers' grain company that made 120 per cent profit in a single year handling grain, tile, feeds, coal, etc. The well-known Rockwell Society also is referred to as an example of how co-operation works out. But there is no mention of the failures. So far as our observation goes there is only a very slow growth, if any at all at this time, of this co-operative movement outside of the Northwest. Up there the profits of the companies seem to be pretty general; but in the corn country the movement has not been successful enough to encourage the organization of any more companies; for the crop season just closing shows in the company reports quite as



many failures to earn dividends and to break even, as it does cases where a profit has been earned.

The activity of the Government in prosecuting bucket-shoppers who use the mails for advertising purposes is having a depressing influence on that industry and driving certain notorious operators into an honest business or, at least, in being content to live on the incomes of their robberies of the public without adding more to their ill-gotten capital in the same way. Even Montreal congratulates herself that "to all appearances" she has gotten rid of the system. Nevertheless the bucket-shop still flourishes in many Western and Northwestern towns, both because a certain class of "sporty" dealers give them countenance and because the public has not yet been educated to look upon them in the true light, as merely open gambling houses run on the principle of "Toss—heads I win; tails you lose."

The Transcontinental Freight Association is again considering the advisability of increasing the carload minimum, on the ground that the cars have increased in size in a greater ratio than the minimum weights. But that is not a valid reason for the proposed increase. The general shipper is not demanding the big cars; the railroads are building them to suit their own convenience. The needs of shippers should prevail and dictate the size of the carload, which should be put at a fair average and no more. If big shippers want big cars, the roads will no doubt furnish them because of the economy and profit in operating big cars; but the small shipper is greatly in the majority and his needs rather than those of a few big shippers should be the basis of all minimum making. This class of shippers rightly complain that the carload minimum is now so large that it is hard for them to do business; and as an increase in minimum weights would amount in many cases to an increase in rates shippers do not favor it, because they cannot stand the increase.

One advantage Americans enjoy, who have become accustomed to act on their own initiative, is that when they want a thing that is lawful and desirable, they go ahead and get it, if it is possible to do so. In Australia, on the other hand, where the bug of government ownership and that sort of thing has taken possession of the public mind and been made law, private initiative in many important matters has substantially come to an end. The railways, for example, are government owned; hence the question whether grain may be handled there in bulk instead of in bags is not a private matter of expediency, but a public question, subject to the buffetings of all public questions. One department of N. S. W. favors the change, but the railway department balks at the expense, and so on; so that this principle of "government ownership," in this particular instance, is a positive bar to a desirable change of method which, were the railways and their facilities privately owned, might be worked out by those interested, just as we do it here, according to the laws of economy, without reference to official red-tape beyond compliance with

the restrictions of action which the law has created to prevent the lawless and the predatory members of all lines of business from assuming and controlling for their own benefit rights that are the birthright of all.

C. C. Moore of the North Carolina Cotton Growers' Association says that while this season there is probably no decrease in the cotton area of the South as a whole, compared with 1907, nevertheless, "in some sections farmers have ploughed up fields of cotton and planted this in corn or peas. There is no demand on the farmers from any organization to pursue the policy of ploughing up cotton already planted, but information has been distributed all over the South showing the farmer that if the spindles of the world cannot use a crop of 11,000,000 or 12,000,000 bales of cotton, as seems to be the case now, it would be poor business policy to attempt to raise a larger crop than was produced in 1907." Cotton being, then, for the time abandoned, the land has gone under corn, with which the planter will make his own meat next winter. This is a policy recommended by the farmers' association for several years past, but ignored pretty generally by the less intelligent until this season.

While we are in this country in sufficient apprehension from radicalism in politics and in social remedies, there is not that general unrest among farmers and disposition to resort to theoretical remedies for private necessities that obtain in the Canadian West. The country has its attractions for settlers; but these, while growing mainly wheat, oats and barley, themselves make no provision for caring for their crops after they are grown, further than to rush them to market as soon as harvested, not taking even the precaution to stack their grain for subsequent thrashing. The results of this system are not difficult to see—lower grades of grain, lower prices, and congestion of railways with consequent delays and loss in transit. Instead of resorting to the American farmer's expedient of taking care of his own grain on his own farm, either holding it unhedged or selling it for future delivery, the Canadian, in the first place, demands the abolition of the grain exchanges which he might use for his profit to hold up prices, on the erroneous supposition that the exchange "is the means and cause of false quotations on the price of wheat, and gives a false impression to the foreign markets of the quantity of wheat we have in store for shipment, thereby causing a depression in our local markets and thus causing a loss to the producer," as the Pine Creek Grain Growers' Association put it at one of its meetings, adding the further demand that the elevator system, local and terminal, shall be owned and operated by the government, as if that change would make the elevator system more elastic than it is under private management, which is always seeking to enlarge its facilities in order to increase its profits by the larger quantity handled. The immediate consequence of this last agitation, which is gathering force and is more or less

encouraged by the politicians in and out of power but seeking votes, is that there are now, or will be at the close of this year, at least 1,500 miles of railroad wholly without grain elevators, for the reason that in the present state of uncertainty capital does not dare to risk an investment of that sort which may be rendered unprofitable by governmental competition later on. Just what may happen after this fall's crop is harvested, if it should mature well, in this elevatorless 1,500 miles of territory, is problematical, of course; but it may have considerable effect on the political tendencies that are so plainly to be seen in these new provinces of the Dominion.

Shippers on June 27 won two important victories in Commerce Commission decisions. For the first time the Commission on that day issued a formal order refusing to authorize a freight tariff as filed, and giving the carrier notice that its use would be followed by prosecution under the Hepburn act. The Commission had directed that the tariff filed by the Kanawha Dispatch, which had a large number of supplements and was confusing, be reissued. It was reissued, but not in form to comply with the Commission's requirements, hence the order declaring it unlawful and throwing the companies (C. & O. and L. H. & St. L.) back on the old tariff. The other case was that of Burgess et al. vs. the Transcontinental Freight Association, involving an advance of 10 cents per hundred pounds on lumber shipments from points east of the Mississippi and south of the Ohio to Pacific Coast points. The decision declares the advance to have been unreasonable and unjustifiable and orders the railroads which put it into effect to restore the old rate.

The elevator allowances have again come into the limelight by an order of the Commerce Commission, issued on July 9, ordering the Union Pacific Railroad Company to desist for two years from paying any allowance to Peavey & Co. on their own grain received in any of their elevators at Kansas City and Council Bluffs, or on grain thus received in which they have any direct or indirect ownership or interest, that is not reshipped from the elevators within ten days of its receipt. The order prohibits allowances to Peavey & Co. on grain belonging to them or in which they have an interest, that has been mixed, treated, weighed or inspected in any of its elevators in those cities. The order does not apparently forbid the U. P. Company from paying the allowance for actual elevator service; that is, the transfer or handling of grain in the Omaha and Council Bluffs houses not belonging to the elevator people themselves. If, however, the allowance is confined strictly to public grain, the system will likely die out elsewhere. If it be true, as the elevator men contend, that there is no money in handling grain for the public, the order should lead eventually to a condition of things that will make it incumbent on the railroads to own and operate the houses as a part of their service as grain carriers, a service which the U. P. attorneys as well as the Commerce Commission admit includes the "elevation."



## TRADE NOTES

Skillin & Richards Mfg. Co., Chicago, Ill., are manufacturers of Salem Buckets and carry ready for immediate shipment a large stock of all sizes and gauges.

Grain men who are interested in saving money on their insurance should write C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Co., Indianapolis, Ind., for particulars regarding their open policy and short-term charges.

The Foos Gas Engine Co., Springfield, Ohio, have been making gasoline engines for twenty-one years and have built up an enviable reputation for their engines. They say that Foos Engines are especially adapted to the requirements of the grain trade and invite grain men to write for their catalogue No. 39.

Catalogue No. 26, recently issued by the C. O. Bartlett & Snow Company, Cleveland, Ohio, is devoted to paint machinery and illustrates and describes the company's complete line of machines for the manufacture of paint and similar products. Copies of the catalogue will be sent to interested parties on request.

Many elevator owners are so situated that a portable grain elevator and wagon dump are necessary to economically handle receipts of grain. The Marseilles Manufacturing Co., Marseilles, Ill., make a portable elevator and dump that meets all requirements and effects a big saving in time and labor. It is fully described in catalogue K, which will be sent on request.

The "Eureka" Dryer and Cooler, built by the S. Howes Company, Silver Creek, N. Y., dries wheat and corn uniformly and extracts any percentage of moisture desired. It is built in capacities of five bushels to any quantity and is inexpensive in first cost and economical in operation. Requests for information about this drier may be addressed to the company or any of its agents.

The Williams Patent Crusher and Pulverizer Co., St. Louis, Mo., have offices in the Old Colony Building, Chicago; 456 Empire Building, Seattle, Wash., and 1531 Maines Ave., Los Angeles, Cal. They are also represented in Oklahoma by Chas. A. Tappan, 217 W. Reno St., P. B. 1268C, Oklahoma City. Request for information regarding their crushing and grinding machinery may be addressed to any of these offices.

The experience of corn handlers during the past season has convinced many of them of the wisdom of installing a drier, and as a result the Hess Warming and Ventilating Co. of Chicago, Ill., have experienced a large demand for Hess Grain Driers. The company have the carload-a-day size ready for shipment and this drier, which does not require a building, can be put into use in a very few days after placing the order. The company's booklets may be had for the asking.

The Hall Distributor Company, 506 First National Bank Building, Omaha, Neb., report a good demand for the Hall Signaling Distributor, which has been installed in over one thousand elevators. The use of this device enables the operator to fill his elevator bins to their full capacity and prevents the mixing of grain when a bin is full or the spout is shifted. The company will be glad to send circulars and prices to any elevator owner who will write for them.

The Weller Manufacturing Company, Chicago, Ill., has issued a new general catalogue showing its line of elevating, conveying and power transmission machinery. Since issuing its last preceding general catalogue the company has practically doubled its capacity and added to its already comprehensive line of specialties. The result is that it requires a book of 510 pages to illustrate and describe the various machines and appliances. To those who are familiar with the Weller line it will not be necessary to say that it is a very complete one. A feature of the catalogue is half-

tone illustrations of a number of large elevators and other plants equipped with Weller machinery. The new book is known as General Catalogue No. 19 and will be sent to elevator owners on request.

The Stephens-Adamson Mfg. Co., Aurora, Ill., aim to make their monthly publication. Conveying and Transmission, as interesting and instructive as possible and to this end have departed from the stereotyped form of house organs. Instead of confining their publication exclusively to advertising they print a large amount of general information that is helpful to engineers in handling problems relating to conveying machinery. The May issue contains a number of tables of weights of various materials, which will be very convenient for reference for all who are interested in subject.

[For the "American Elevator and Grain Trade."]

### GRAIN TRADE NEWS FROM OHIO.

BY H. L. SPOHN.

All the old No. 2 Red wheat has been practically cleaned up at Toledo, and the first consignment of new wheat made its appearance on July 7. The quality seems to be fine, and it is expected that there will be heavy receipts from now on. The demand for old wheat from New England recently called for more than was to be secured here. For a long time the mills in the Southeast have been running at less than half capacity, but they are now making all their preparations for grinding, and within a few weeks it is expected that there will be considerable activity. There has been but little demand for flour for any purpose, domestic buyers ordering only such supplies as were absolutely necessary to meet their present needs, and foreign notions of values being such as to preclude all possibility of export trade. Millfeed has held firm and is now selling at about \$23 per ton, all the larger mills being sold up to date and hesitating as to orders for future delivery.

It is thought that it will be possible to do some export trading in wheat within a short time, as soon as things become adjusted to the new conditions brought about by the new crop. An effort is being made by the transportation officer of the Chamber of Commerce to secure some fair adjustment of the difficulty raised by the raise in freight rates from East St. Louis to Toledo, from six to nine cents, but just what the outcome will be is difficult to predict. Nor is it easy to say just what the effect of the raise in rates will be on export trade at this point, if the railways refuse to change their present schedule. It is the consensus of opinion, however, that it will result in sending hundreds of thousands of bushels of grain from west of the Mississippi to the Eastern seaboard by way of the Gulf route and the Southern railways, which heretofore has been transported by way of Toledo.

Wheat is not as good as earlier promises assured throughout this section. Many places in Ohio report only from one-half to five-eighths of a crop; and it is evident that the last Government report placed the estimate far above anything that will materialize. The shortage was brought about largely by smut and check caused by the unfavorable weather which prevented proper filling of heads. The quality is generally said to be excellent and this will in some sense make up for the shortage in production.

There has been no heavy trading in cash oats for the very good reason that there has been but little coming in. The high quality of what has showed up has assured it an anxious market from buyers who have been utterly unable to supply the call from New York and other Eastern points. There is but little old oats left in the country here, and there is but a small amount of available oats on the local market. The growing crop is the subject of various rumors. Many reports declare the prospect as first class, while others from different sections say that oats will prove a bitter disappointment when the thrashing is out of the

way and it is possible to determine just the result. At any rate there is a bullish tone to the market which would seem to be justified by present conditions and prospects.

Considerable corn has found its way onto the local market recently, and local grain men have been agreeably surprised to find that the Ohio product, which for so long was way down in quality, has at last dried out and is now grading in many instances as No. 3 Yellow. Unfortunately there is but little left in this part of the country, farmers having fed it out as fast as possible in order to save it from threatened rot. The new crop is coming on very nicely, and while it is not as far advanced as it has been some former seasons, the color is fine, and the stand is of the best. Very early frosts will be the only thing which can prevent a fairly good crop, should weather conditions favor its growth from now on.

The growth of rye in many sections was exceptionally rank this year. Samples of that grown near Bowling Green measured 5 feet, 2½ inches high.

The Toledo Produce Exchange, following the plan laid out by many other exchanges, closed at noon in honor of the funeral of the late Ex-President Grover Cleveland.

Hundreds of unemployed men from the larger cities in Ohio are now finding work in the harvest fields. Harvest hands were never easier to secure than they are this year.

A large grain elevator at Gilboa, O., belonging to Dean & Co., was recently consumed by flames. The fire started in the cob house from unknown cause. The total loss is estimated at about \$15,000.

Toledo grain interests were well represented at the Detroit meeting of the National Millers' Federation. Among those who attended were C. S. Coup, A. Mennel, C. L. Cutter, Ed Camp and Fred Mayer.

Toledo grain men who attended the Indianapolis Grain Dealers' Association meeting were Jesse Young, Charles Knox, Abner Gitteau, W. W. Cummings, J. C. Keller, E. W. Ash, H. D. Radditz, E. H. Culver, F. W. Jaeger, Kenton D. Keilholtz, and R. S. Sheldon.

Quite a stir has been occasioned down in Allen County by the action of the thrashers, who are said to have formed a trust and raised the price of thrashing from three cents to four and a half for wheat, and oats at three cents. The farmers resent the action and are threatening to form joint stock companies and purchase their own machines.

Many farmers in northwestern Ohio are raising what is known as Uncle Sam pop corn this year. The corn grows on ears about two inches in length, and one-half inch in width, with very fine, smooth grains. On each stock there are as many ears as there are leaves, each ear growing at the base of the leaf. It is said to be of superior quality.

Toledo, Ohio.

### VENTILATED CORN CRIB.

Mr. Hilton has one of the old-fashioned corn cribs 12 feet wide, with roof openings, through which the elevator drops the corn. One difficulty which he has encountered—and which seems to be common in all wide corn cribs—is that sometimes the corn in the center of the crib spoils for lack of proper ventilation. This is worse right under the elevator spout, where a large amount of shelled corn, husks and rubbish fall in one place. Mr. Hilton has a plan to take up one of the central floor boards the whole length of the crib and build above this foot opening a V-shaped frame, thus allowing the air to circulate freely up through the lower half of the crib, and he thinks there will be no difficulty about the ventilation being sufficient in the upper half of the crib. There is no doubt that many farmers have lost much corn for lack of some such ventilation. In most cases the ventilating frame is planned to extend from the floor to the roof.—Bloomington Pantagraph.



The Nott Seed Co. of Troy, N. Y., has been incorporated with a capital stock of \$2,500, by P. K. Nott, Ella M. Nott and C. Howard Travell.

C. A. King & Co. of Toledo say of clover seed: "Higher. Some demand from shorts. Wet weather and less favorable reports on alsike gave the bulls a little courage and caused some fresh buying. August alsike was wanted by shorts, offerings light. Ohio July report says clover damage by grub only one per cent. Missouri seed dealer writes: 'We never had a better growth of clover in Missouri than at present, but the season is so wet that very little of the first crop has been cut. In this section we usually figure to cut the first crop about the middle to the 20th of June; but many of our farmers are figuring that if the first crop is taken off by the 4th of July, and favorable weather following, a crop of seed will result. Inclosed find \$5 for postage. Shall be glad to have you continue sending us your valuable market reports.' Missouri July crop report says: 'Rain has interfered with harvesting of clover and alfalfa, and a large part of these crops have been seriously damaged.'"

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, July 11, 1908, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oats, bu.	Rye, bu.	Barley, bu.
Baltimore.....	520,000	128,000	91,000	3,000	.....
Boston.....	58,000	15,000	28,000	.....	1,000
Buffalo.....	837,000	386,000	330,000	11,000	168,000
do. afloat.....	.....	.....	.....	.....	.....
Chicago.....	2,968,000	1,055,000	93,000	105,000	.....
do. afloat.....	.....	.....	.....	.....	.....
Detroit.....	165,000	133,000	7,000	3,000	.....
do. afloat.....	.....	.....	.....	.....	.....
Duluth.....	1,191,000	.....	62,000	2,000	92,000
do. afloat.....	.....	.....	.....	.....	.....
Ft. William.....	1,526,000	.....	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
Galveston.....	55,000	5,000	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
Indianapolis.....	46,000	380,000	48,000	.....	.....
Kansas City.....	491,000	21,000	16,000	.....	.....
Milwaukee.....	165,000	64,000	59,000	.....	106,000
do. afloat.....	.....	.....	.....	.....	.....
Minneapolis.....	2,357,000	17,000	100,000	17,000	348,000
Montreal.....	388,000	3,000	46,000	.....	56,000
New Orleans.....	.....	47,000	102,000	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
New York.....	306,000	130,000	704,000	19,000	119,000
do. afloat.....	.....	.....	.....	.....	.....
Peoria.....	.....	39,000	55,000	.....	.....
Philadelphia.....	351,000	1,000	84,000	1,000	.....
Port Arthur.....	861,000	.....	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
St. Louis.....	222,000	35,000	77,000	1,000	22,000
do. afloat.....	.....	.....	.....	.....	.....
Toledo.....	65,000	165,000	83,000	.....	1,000
do. afloat.....	.....	.....	.....	.....	.....
Toronto.....	.....	.....	.....	.....	.....
On Canal.....	204,000	8,000	51,000	.....	10,000
On Lakes.....	695,000	621,000	49,000	.....	.....
On Miss. River.....	.....	.....	.....	.....	.....
Grand total.....	13,471,000	3,256,000	2,090,000	163,000	922,000
Corresponding date 1907.....	47,086,000	8,329,000	5,364,000	683,000	678,000

WHEAT RECEIPTS AT PRIMARY MARKETS.

Receipts of wheat the first week of July at primary markets, compared with the preceding week and corresponding week last year, as compiled by the Cincinnati Price Current:

	Past Week.	Preceding Week.	Last Year.
St. Louis.....	152,000	82,000	111,000
Toledo.....	21,000	31,000	15,000
Detroit.....	11,000	7,000	14,000
Kansas City.....	292,000	155,000	348,000
Chicago.....	44,000	41,000	248,000
Milwaukee.....	61,000	70,000	283,000
Minneapolis.....	745,000	1,260,000	1,910,000
Duluth.....	190,000	256,000	407,000
Total.....	1,516,000	1,902,000	3,336,000

EXPORTS FROM ATLANTIC PORTS.

The exports of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending July 11, 1908, as compared with same weeks last year, have been as follows:

Articles.	For Week Ending July 11.	For Week Ending July 13.	For Week Ending July 4.	For Week Ending July 6.
	1908.	1907.	1908.	1907.
Wheat, bushels.....	811,000	720,000	1,684,000	1,918,000
Corn, bushels.....	54,000	1,437,000	14,000	2,052,000
Oats, bushels.....	27,000	153,000	36,000	400,000
Rye, bushels.....	17,000	43,000	9,000	9,000
Barley, bushels.....	69,000	103,000	91,000	47,000
Flour, bbls.....	118,000	125,700	225,000	274,800

RECEIPTS AND SHIPMENTS.

Following the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of July, 1908:

**BALTIMORE**—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	553,546	74,056	480,484	56,000
Corn, bushels.....	262,974	1,784,573	22,553	1,054,980
Oats, bushels.....	169,749	162,925	550	772
Barley, bushels.....	.....	.....	.....	.....
Malt, lbs.....	.....	.....	.....	.....
Rye, bushels.....	9,173	3,964	8,568	.....
Timothy Seed, lbs.....	6,906	3,199	.....	.....
Clover Seed, lbs.....	.....	.....	.....	.....
Hay, tons.....	5,690	6,325	1,913	2,370
Straw, tons.....	.....	.....	.....	.....
Flour, bbls.....	146,330	223,565	65,668	161,947
Mill feed, tons.....	.....	.....	.....	.....

**BOSTON**—Reported by Daniel D. Morss, secretary of the Chamber of Commerce.

Articles.	Receipts.	Shipments.
Flour, bbls.....	117,751	132,378
Wheat, bushels.....	308,115	1,269,954
Corn, bushels.....	45,308	342,527
Oats, bushels.....	339,210	323,878
Rye, bushels.....	1,945	3,468
Barley, bushels.....	3,850	835
Flax Seed, bushels.....	.....	21,607
Peas, bushels.....	5,798	2,899
Mill Feed, tons.....	1,303	1,670
Cornmeal, bbls.....	2,165	1,710
Oatmeal, bbls.....	6,160	4,703
Oatmeal, sacks.....	6,920	26,464
Hay, tons.....	16,380	13,610

**BUFFALO**—Reported by Walter J. Shepard, secretary of the Chamber of Commerce.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	2,539,251	3,525,116
Corn, bushels.....	1,772,293	4,647,663
Oats, bushels.....	1,211,175	1,186,800
Barley, bushels.....	281,822	406,600
Rye, bushels.....	25,000	25,000
Timothy Seed, lbs.....	.....	.....
Clover Seed, lbs.....	.....	.....
Grass Seed, lbs.....	19,980	18,407
Flax Seed, bushels.....	757,256	524,400
Broom Corn, lbs.....	.....	.....
Hay, tons.....	1,897,511	2,942,304
Flour, bbls.....	.....	.....

**CHICAGO**—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	415,688	927,200
Corn, bushels.....	9,794,475	19,398,650
Oats, bushels.....	5,595,597	5,688,042
Barley, bushels.....	1,156,800	607,366
Rye, bushels.....	71,000	100,000
Timothy Seed, lbs.....	950,584	683,395
Clover Seed, lbs.....	1,439	120,800
Other Grass Seed, lbs.....	323,526	714,830
Flax Seed, bushels.....	150,000	140,750
Broom Corn, lbs.....	473,947	729,679
Hay, tons.....	33,762	29,471
Flour, bbls.....	631,348	692,239

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	278,970	126,278
Corn, bushels.....	860,470	1,147,660
Oats, bushels.....	462,788	519,394
Barley, bushels.....	3,000	19,084
Rye, bushels.....	16,230	23,738
Malt, bushels.....	112,598	172,522
Timothy Seed, bags.....	29	365
Clover Seed, bags.....	47	369
Other Grass Seed, bags.....	4,908	6,162
Hay, tons.....	17,134	12,829
Flour, bbls.....	95,239	92,435

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	Receipts.	Shipments.
Wheat, bushels, water.....	.....	.....
Do rail.....	38,915	13,075
Corn, bushels, water.....	.....	.....
Do rail.....	400,752	93,630
Oats, bushels, water.....	.....	.....
Do rail.....	292,359	92,897
Barley, bushels, water.....	.....	.....
Do rail.....	9,539	2,300
Rye, bushels.....	.....	.....
Flax Seed, bushels, water.....	.....	.....
Do rail.....	.....	.....
Hay, tons, water.....	.....	.....
Do rail.....	4,941	453
Flour, barrels, water.....	.....	.....
Do rail.....	9,292	1,682

**DETROIT**—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	148,495	113,049
Corn, bushels.....	252,020	350,607
Oats, bushels.....	155,478	181,553
Barley, bushels.....	.....	.....
Rye, bushels.....	5,650	5,191
Flour, bbls.....	16,200	10,600

**DULUTH**—Reported by Cbas. F. MacDonald, secretary of the Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	1,065,008	1,749,627
Corn, bushels.....	.....	23,357
Oats, bushels.....	114,162	160,841
Barley, bushels.....	2,259	180,975
Rye, bushels.....	1,514	13,847
Flax Seed, bushels.....	89,897	565,115
Flour, bbls.....	307,850	558,335

Shipments for June, 1908, do not include grain destroyed by fire June 27.	Wheat.....	362,352 bu.
	Oats.....	298 bu.
	Barley.....	6,706 bu.
	Flax.....	86,214 bu.
Total.....		455,570 bu.

**GALVESTON**—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	.....	23,000
Corn, bushels.....	.....	56,000
Oats.....	.....	.....
Barley, bushels.....	.....	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	749,700	1,392,000
Corn, bushels.....	308,000	1,259,000
Oats, bushels.....	324,000	469,500
Barley, bushels.....	5,500	14,000
Rye, bushels.....	3,150	4,000
Bran, tons.....	400	810
Flax Seed, bushels.....	.....	800
Hay, tons.....	8,100	15,790
Flour, bbls.....	8,250	11,200

**MILWAUKEE**—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	556,000	560,000	498,600	240,000
Corn, bushels.....	239,000	704,500	159,377	494,287
Oats, bushels.....	796,870	732,800	575,010	536,414
Barley, bushels.....	648,000	685,200	624,350	567,064
Rye, bushels.....	69,300	69,300	34,700	46,558
Timothy Seed, lbs.....	291,970	12,610	376,515	357,025
Clover Seed, lbs.....	.....	166,990	1,855	195,625
Flax Seed, bushels.....	.....	2,120	.....	.....
Hay, tons.....	3,398	2,235	72	.....
Flour, bbls.....	229,375	253,800	296,906	294,877

**MONTREAL**—Reported by George Hadrill, secretary of the Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	4,107,256	2,692,504
Corn, bushels.....	41,025	803,047
Oats, bushels.....	252,669	1,273,740
Barley, bushels.....	288,885	88,872
Rye, bushels.....	.....	.....
Flax Seed, bushels.....	256,157	262,889
Flour, barrels.....	106,846	148,867

**NEW ORLEANS**—Reported by H. S. Herring, secretary of the Board of Trade.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	1,000	12,000
Corn, bushels.....	235,000	422,000
Oats, bushels.....	422,300	550,000
Barley, bushels.....	.....	.....
Rough rice.....	.....	.....
Clean rice pockets.....	.....	.....
Hay, bales.....	.....	.....
Flour, bbls.....	126,244	42,200

**NEW YORK**—Reported by H. Helitzer, statistician of the Produce Exchange.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	1,056,900	1,875,400
Corn, bushels.....	354,750	3,632,425
Oats, bushels.....	1,927,500	2,030,000
Barley, bushels.....	180,000	197,400
Rye, bushels.....	30,225	356,025
Timothy Seed, bags.....	.....	30
Clover Seed, bags.....	32	2,625
Other grass seed, bags.....	.....	120
Flax seed, bushels.....	368,400	422,000
Broom corn, pounds.....	.....	107,850
Hay, tons.....	34,317	32,142
Flour, barrels.....	551,617	518,962

**OMAHA**—Reported by Edward J. McVann, secretary of the Omaha Grain Exchange.

Articles.	Receipts.	Shipments.
Wheat, bu.....	573,600	862,400
Corn, bu.....	939,400	2,286,900
Oats, bu.....	601,600	744,000
Barley, bu.....	6,000	1,000
Rye, bu.....	5,000	5,000
Flour, bbls.....	.....	5,000

**PHILADELPHIA**—Reported by Frank E. Marshall, secretary of the Commercial Exchange.

Articles.	Receipts.	Shipments.
Wheat, bushels.....	853,986	653,515
Corn, bushels.....	165,102	395,785
Oats, bushels.....	338,026	321,214
Barley, bushels.....	6,000	3,000
Rye, bushels.....	6,400	.....
Timothy Seed, bags.....	.....	250
Clover Seed, bags.....	793	.....
Flax Seed, bushels.....	83,200	136,000
Hay, tons.....	11,110	10,570
Flour, bbls.....	245,404	332,339

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade.

Wheat, bushels.....	42,000	44,100	18,000	63,000
Corn, bushels.....	1,123,100	1,979,700	725,400	1,654,500
Oats, bushels.....	909,500	849,000	1,135,500	1,321,500
Barley, bushels.....	64,000	76,000	50,000	35,000
Rye, bushels.....	17,000	20,000	3,000	1,000
Mill Feed, tons.....	1,395	960	1,903	2,119
Spirits and Liquors, bbls.....	10,735	10,892	38,876	44,900
Syrups and Glucose, bbls.....	6,390	3,700	1,365	3,550
Seeds, lbs.....				
Broom Corn, lbs.....		30,000	20,000	30,000
Hay, tons.....	1,150	2,003	370	752
Flour, bbls.....	76,500	57,950	78,480	54,200



# FIELD SEED SECTION

[North Dakota Agricultural Experiment Station Press Bulletin No. 23.]

## RESISTANT SEED FLAX AND HOW TO GET IT.

BY HENRY L. BOLLEY, BOTANIST.

The North Dakota Experiment Station has received numerous questions about "immune" or wilt resistant flax seed. This is largely due to the widespread damage that the flax wilt fungus is causing on numerous farms where little care has been taken with regard to seed selection and seed treatment, and also to the fact that numerous people have observed the selection and breeding experiments which have been conducted upon the flax-sick test plots of the experiment station. Many have seen these plots of selected plants, some strains surviving in spite of the disease, and others completely dying out, and thus have been led to believe that the experiment station would soon be able to increase the seed of some of the best types for general distribution among the farmers. This seed distribution feature has not been the primary object of these tests, though later on it may be taken up in a small way. The aim has been to study the action of the wilt disease upon different types and varieties of flax under different conditions of culture with the view of ascertaining principles and methods which may prove practical, and eventually be put into application by all farmers. The flax-sick soil available at the station does not allow us to carry on these investigations and general seed growing at the same time. We are, therefore, unable to furnish seed in quantity as asked by many of our correspondents. The following facts have been determined:

Flax wilt is caused by a fungus which lives year after year in the soil. Land once infested by this fungus remains infested for many years. The fungus is introduced to new lands chiefly by means of scaly, chaffy, diseased seeds. The diseases may be carried to new land by dust, blown or washed from other diseased fields, dragged in by farm implements, or introduced by manure made from diseased flax straw. For this reason all flax straw manure should be well composted before used.

Seed treatment, properly done, gives a greatly increased crop, whether the flax wilt fungus is present on the seed or not.

Flax seed which has for a number of years been grown upon new breaking or on virgin soil which is comparatively free from flax wilt fungus, cannot produce a crop upon old flax-sick soils. Practically all flax seed contains the disease germs and should be treated before sowing.

Our selection studies on the college plots and elsewhere show the flax grown upon flax-sick soil tends to become more resistant each year, provided one saves the seed which each year matures from this crop. Flax seed, so taken from a very badly diseased crop and cleaned in the farm way in the fanning mill until most lightweight seeds have been discarded, is found to be much more resistant than ordinary flax. If this process is followed for three or four seasons on flax-sick soil, almost entirely immune flax seed results. As nearly all the land on some farms is already infested, this method of work does not prevent proper rotation being followed provided one retains his own home grown seed. Thus, any farmer who has flax-sick soil can gain resistant seed just in proportion to the amount of disease which is in his soil and in direct proportion to the care with which he grades to the plump, heavy seed from his own crop. Resistant seed can be obtained from any of the standard types of flax seed, if this process is followed. The resistance will be lost just as soon as the farmer fails to follow up this method.

Conditions which differ from those in which the seed was grown the previous year tend to reduce

its powers of resistance. For example, seed which was resistant on sick, but dry, sandy soil, is found to be but slightly resistant when placed upon wet, heavy, poorly drained flax-sick soil.

In most cases, seed of highly resistant powers will show some plants which wilt each year. This is especially true in the case of a heavy attack by rust. Weak plants, though sick, may produce some light, scaly seeds. Such seeds must be removed by the fanning mill each season or the general crop will speedily lose the resistant powers obtained in the first selection.

### CHARLES B. WING.

The axiom that a man succeeds best at the business he loves has been exemplified in the case of Charles B. Wing, secretary-treasurer of the J. E. Wing & Bros. Seed Co., Mechanicsburg, Ohio. Born on a good Ohio farm, in 1878, Mr. Wing grew to manhood surrounded by all the



CHARLES B. WING.

conditions which make farm life pleasant and profitable. Quite naturally he developed a deep love for the soil and little inclination to desert it for the "strenuous life." The senior Mr. Wing was a successful farmer, and his sons, the Wing brothers, who have managed the farm since the death of their father, in 1891, have always had excellent success with the property he left them.

Chas. B. Wing attended the common school of the neighborhood, and later the village high school, graduating from the latter third in his class. From childhood up he had a great desire to become an expert botanist, and had the opportunity presented itself at the time of his graduation to make a fair living out of it he certainly would have tried this profession, but at that time he was unable to see any way of making a living out of it, so contented himself with making a collection of practically all the plants within ten miles of his home, analyzed, pressed and mounted.

During the summer following his graduation, when he was trying to earn enough money to take him through college, he was taken with typhoid fever, and this left him so weakened that it was five years before he was able to do any form of labor, physical or mental, and in fact hardly anyone expected him ever to be able to work again at all. In order to overcome this weakness he went to the ranches of Utah, where he spent three years, and where he fully recovered his health and strength.

He would no doubt have remained in the West permanently, and engaged in some form of busi-

ness, but his brothers persuaded him that he was needed on the farm at home, so in 1901 he returned to the Ohio farm. Here they had at that time about 260 acres of fertile land, all in a good state of cultivation. Shortly after Mr. Wing returned he and his brothers had opportunity to add on another 60 acres and did so, the land being worth to-day nearly double what it was when purchased, this being due both to appreciation in value of farm lands and to tile, manure, and alfalfa being grown on it.

Woodland Farm, which is owned by the Wing brothers, has at all times about 100 acres of alfalfa meadow, the hay being needed to feed about 1,500 head of sheep yearly, 100 of them pure bred, and the rest western lambs. It has been Chas. B. Wing's pleasure to care for the pure bred flock, and this has been both pleasant and profitable. The flock of ewes would hardly sell for more than \$1,500, but they annually sell produce from them to the value of from \$700 to \$1,000.

When Mr. Wing returned from the West he took charge of the firm's correspondence. For many years then they had been growing alfalfa, and of course had advised other farmers to do likewise. As a result every mail brought inquiries as to how to proceed, when to sow and where good seed was to be obtained. They laboriously answered these inquiries with pen, each one separately, and referred them to the most reliable seedsmen for their seed. But each year the labor of answering these inquiries became greater, and they had occasional complaints that the seed sent out by the seedsmen they had recommended did not give good satisfaction, so they induced their local elevator man to get in a small stock of pure seed, and sold it for him, without commission, but knowing that it was seed that would give satisfaction.

The elevator man's sales became greater each year, so one year the Wing brothers told him that they would take a half interest in the seed business, and did so. This was the beginning of their seed business. A little over a year ago the elevator man retired from the elevator business, and they bought out his interest in the seeds. Then they had to build and equip a building suitable for cleaning and caring for the seeds that they expected to handle, a task that they thought would be easily and cheaply done. They intended to spend \$2,000 on this plant, but the books to-day show an expense of just four times this amount, and they have only well begun on what they need.

Ever since 1901 it has been Chas. B. Wing's pleasure to manage this seed business, as he is doing to-day. Perhaps it was easier on account of the training he had in botanical work; at any rate it has been pleasant, and although the margins are extremely small they hope by fair dealing to make the business in time fairly profitable. For several years Mr. Wing was able to do all the clerical work, later his wife helped him all her spare time, then he employed a stenographer and bookkeeper, and at present it keeps several people pretty busy most of the year.

Mr. Wing says that the "American Elevator and Grain Trade" comes to them regularly and that they find much in it that is of value. Their advertisement appearing in our columns also brings good results, he declares.

### TESTS OF CORN IN ALABAMA.

In 1907 sixteen varieties of corn were tested on gray sandy upland soil at the Experiment Station Farm, Auburn, Ala. The corn was planted one plant in a hill and was fertilized with 240 pounds of cottonseed meal per acre, all applied before the date of planting, March 19.

The yields of shelled corn ranged from 34 to 5.6 bushels per acre, eight of the varieties yielding over 20 bushels and eight yielding less than this amount. All of the latter are early northern kinds, again demonstrating that northern corn is not suitable for southern latitudes. Not only



were the yields low, but the quality of the grain was poor, as well.

The four most productive varieties were Marlburo, 34.7 bushels; Experiment Station Yellow, 33 bushels; Mosby, 31.4 bushels; Sanders, 30.9 bushels. These are all prolific varieties, usually making two small to medium ears to the plant, and all having ears with slender cobs.

#### A NEW BEAN SECTION.

It is probable that a new bean-growing section will be established in northern Minnesota as the result of an investigation into the possibilities of utilizing the cut-over timber lands in that part of the state. There are 10,000,000 acres of waste lands and for years experts have been puzzled to know what to do with them. Finally the question has been solved by Prof. Andrew Boss of the University of Minnesota, who has discovered that beans can be grown profitably thereon.

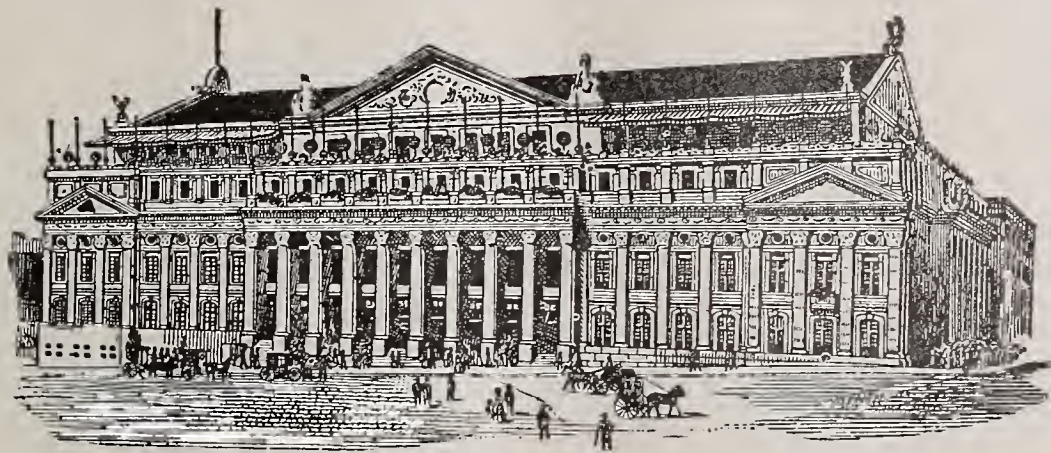
In a recent interview Professor Boss said: "There are 10,000,000 acres of cut-over lands in Minnesota. Heretofore, they have been thought comparatively worthless. Yet there are to-day, hidden in the soil of those northern stretches, millions of dollars a year.

"From the Mississippi River eastward the land

very low prices. In ordinary years with the present prospect seed would probably be down \$2 a bushel, but this is no ordinary year. The bears say that one extreme is liable to follow another since the war. It will be a matter of weather from now until harvest as to the course of the market. Many orders either way are liable to make an active market. Alsike will begin to move soon and may give us a basis to work on as to what the outcome of Red Clover will be. The prospect for a big crop clover was certainly never more brilliant than now, but as the old saying goes, 'There's many a slip, etc.' October seed a year ago closed at \$8.45."

#### THE NATIONAL CORN EXPOSITION.

The accompanying illustration shows the Auditorium at Omaha, where the National Corn Exposition will be held on December 10-19, 1908. The structure has 50,000 square feet of floor space and will, it is said, lend itself admirably to decorative effects carried out in corn, grain and grasses. The Auditorium is to be supplemented by an "alfalfa palace," a temporary frame structure to be erected on the half-block south of the main building. This will be banked with bales of alfalfa and decorated with alfalfa and cereals.



AUDITORIUM AT OMAHA.

has been stripped of timber. Nothing, for miles and miles, is left but immense stumps and boulders. No better soil for beans exists than that of the Minnesota cut-over lands. It is a light sandy soil, exactly suited for beans, which require little rain and dry, well-drained ground.

"Six quarts of beans at 6 cents a quart will plant an acre. The average yield would be about 12 bushels an acre. Beans cost more now than in years. The price has risen from \$1.25 to \$2.50 a bushel for good beans. That means about \$30 an acre the first crop. That means the land and labor are practically paid for the first crop. The second crop would be mostly profit.

"There is an enormous demand for beans. The supply does not equal the demand by far. Beans are a favorite food with almost everyone. By making Minnesota known all over the world as a great bean state the state would derive a source of profit almost as great as that from wheat and lumber.

"The annual returns from beans in Minnesota would be about \$300,000,000. Around Princeton and Hinckley one of the best paying crops every year is beans."

Under date of July 3, J. F. Zahm & Co., Toledo, say: "Clover seed joined the procession and advanced this week. The general condition seems to be about unchanged, but evidently many who sold early thought it a good time to take profits. The selling fever seems to be about over and those who had buying orders had to bid up the price to get any. The bulls argue that while the stand of clover was great and a big hay crop gathered something might happen before they can secure a crop of seed. They also argue that the growth was too rank and is no indication of a big outturn of seed. They also take the stand that stocks of seed the world over were exhausted and that we will have to raise an enormous crop to fill up the holes, which would not argue for

An elaborate program of entertainment features have been planned. These will include moving pictures of farm life in America and foreign countries, good music, and possibly a semi-operatic spectacle. There will be lectures by experts from the agricultural department at Washington, and demonstrations of denatured alcohol, for which Congress has voted \$10,000.

#### SEED TRADE CONVENTION AT DETROIT.

The annual convention of the American Seed Trade Association was held at Detroit June 23-25. The attendance was large and a considerable portion of the time of the convention was taken up with a consideration the Mann Pure Seed Bill.

While the seed men do not object to the intent of the measure, they feel that the penalty for violation is entirely too severe, as it provides in all cases for imprisonment as well as a fine. This provision is considered unwarranted. Besides, it was pointed out, the bill was drafted by inexperienced men, who were not familiar with the conditions of the trade. The dealers believe they can submit a substitute which will accomplish all that the original measure would without working a hardship on anyone.

In addition to this matter of the pure seed bill there were a number of excellent papers. The department of agriculture sent Dr. W. W. Tracy to discuss theoretical and practical seed breeding. C. D. Smith, also from the department, went into detail concerning his investigations in clover seed production. R. D. Crosby urged more practical education in horticulture. Among the other papers was one by Henry W. Wood of Richmond, Va., J. E. Northrup of Minneapolis, E. C. Dungan of Philadelphia, C. N. Keeney of Le Roy, N. Y., Albert McCullough of Cincinnati, L. H. Vaughn of Chicago, S. F. Williard of Wethersfield, Conn., Edward T. Fenwick of Washington, D. C.

The following officers were elected: President, W. J. Woodruff of Connecticut; first vice-president,

J. C. Robinson of Nebraska; second vice-president, Marshall H. Duryea of New York; secretary and treasurer, C. E. Kendall of Cleveland; assistant secretary, Leonard Vaughan of Illinois.

#### IOWA SEED DEALERS' ASSOCIATION.

C. N. Page, of the Iowa Seed Company, Des Moines, was elected president of the Iowa Seed Dealers' Association at the second annual convention, held in the capital city on June 9. Henry Field, Shenandoah, was elected vice-president; J. L. Hamilton, Cedar Rapids, treasurer, and W. C. Adams, Decorah, secretary. The following were appointed a committee on legislation: C. N. Page, Des Moines; H. H. Jones, Sioux City, and W. C. Adams of Decorah. H. H. Johns was appointed chairman of a committee to secure better freight rates for shipments of seeds.

The Iowa Seed Law was criticised by the seed men present and it was agreed that the defects should be remedied by amendment at the next session of the legislature. The principal objection to the law is that it makes no provision for punishment of small dealers in remote towns who are disposed to buy rejected seed, remove the tags and place it on the market. H. R. Wright, state commissioner, admitted that his personal observation had convinced him of the necessity for remedial legislation in several respects. Professor L. H. Pammel of the Ames Agricultural College, one of the framers of the seed law, coincided with Mr. Wright. He expressed the thought there should be a commission to establish a standard for seeds. He suggested further amendment of the law to include all seeds of vegetables and flowers with agricultural and field seeds, the latter of which now come under the law. C. N. Page pointed out that had the bill as originally prepared been enacted into law it would have operated to drive out of business all responsible dealers. However, the defects in the original bill were detected by a number of discerning members of the Association and thirty-eight amendments made before it was enacted into law. Mr. Page advanced the very practical suggestion that a committee of seedmen be appointed by the meeting to go carefully over the law and urged on the legislature desired remedial features.

Professor B. W. Crossley of Ames addressed the convention. He advanced the suggestion that the seed Association and the college should co-operate in raising the standard of Iowa seeds. Mr. Page, on behalf of the Association, thanked Prof. Crossley for the suggestion and assured him the college could depend upon the hearty co-operation of seed men in achieving the object sought.

#### FIELD SEED NOTES.

The Farmington Seed & Feed Co. is building an elevator at Chickasha, Okla.

The Marion County (Ohio) Corn Improvement Association intends to hold a county corn show this fall.

F. M. Roesch, of the Fredonia Seed Co., Fredonia, N. Y., has begun work on a three-story brick and stone building for his company. It will be 50x100 feet and of modern construction.

The following members of the New York Produce Exchange have been appointed by the president to serve on the committee on seeds for the ensuing year: William Jacot, Marshall H. Duryea, Ernest Wehncke, O. W. F. Randolph and Chas. Wimmer.

Gov. Deneen has appointed the following commissioners on the Illinois corn commission for the purpose of furthering the interest of corn growers by studying corn and its conditions: E. D. Funk, Shirley; S. W. Strong, Pontiac; D. R. Brewer, Fairbury; Frank English, Bloomington; A. J. Bill, Bloomington; S. B. Mason, Bloomington; LaFayette Funk, Shirley; J. A. Cunningham, Hoopston; J. F. Zeigler, Clinton; Julius F. Funk, Bloomington; E. M. Wayne, Delavan, and Frank Supply, Bloomington.



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

Hayes, Ill., is to have a new elevator, construction on which is now under way.

The Walton & Son Elevator at Thomasboro, Ill., has been improved by a coat of paint.

E. O. Marshall has started up his grain elevator at Kirkland, Ill. Capacity, 15,000 bushels.

George W. Cole is installing an improved Hall Signaling Grain Distributor in his elevator at Bushnell, Ill.

The Farmers' Grain Co. will equip its elevator at Chapin, Ill., with an improved Hall Signaling Grain Distributor.

Henry McManus of Monica, Ill., has purchased an elevator at Kinsman, same state, and will remove to that point.

The Barnard & Leas Manufacturing Co. of Moline, Ill., has ordered an improved Hall Signaling Grain Distributor.

The Neola Elevator Co. will erect a large elevator at Sheridan Junction, Ill., where a grain business will be carried on.

The Burrell Engineering and Construction Co. of Chicago, Ill., has recently purchased eight improved Hall Signaling Distributors.

Improvements have been made to the elevator at Bushnell, Ill., in the shape of a new Texas and new machinery for loading grain.

A large force of men is at work on a new elevator at Atwood, Ill., on the line of the C., H. & D. The capacity will be 80,000 bushels.

The Hofmann Elevator at Mackinaw, Ill., is completed. It has a capacity of 10,000 bushels, is modern in equipment and is valued at \$3,000.

The Lomax Grain Co. of Lomax, Ill., is building a new 20,000-bushel grain elevator from plans made by the Burrell Engineering and Construction Co.

The Little Coal and Grain Co. of Little Indian, Ill., and is building a 15,000-bushel elevator. The contract was placed with the Burrell Engineering and Construction Co.

The contract has been placed with the Burrell Engineering and Construction Co. for a 35,000-bushel grain elevator at Sheridan Junction, Ill., for the Neola Elevator Co. of Chicago.

Inkster Bros. of Herscher, Ill., have contracted with the Burrell Engineering and Construction Co. for a new 40,000-bushel elevator to take the place of the house recently burned at Dickey Siding, Ill.

The Atwood Grain Co. of Atwood, Ill., has placed a contract with the Burrell Engineering and Construction Co. for a 35,000-bushel elevator. A Fairbanks Gasoline Engine will furnish the power.

The Ewert Bros. Co. is a new Chicago corporation licensed by the state of Illinois to deal in grain, hay, feed, coal and wood. The capital stock is \$2,000; the incorporators are George W. Ewert, A. G. Dicus and A. D. Gash.

The Farmers' Grain Co., at Windsor, Ill., is building a modern 25,000-bushel elevator and 20,000-bushel corn crib in conjunction. The contract was placed with the Burrell Engineering and Construction Co.

The Heaton Grain Co. of Antioch Church, Ill., has just commenced the construction of a 30,000-bushel elevator. The contract was let to the Burrell Engineering and Construction Co., the elevator to be a modern shelling and cleaning house. It will be operated by a 25-horsepower Fairbanks Gasoline Engine.

E. O. Marshall has let the contract for a new elevator to be erected on the site of the old one at Kirkland, Ill., destroyed by fire on May 31. It will have a capacity of 10,500 bushels, and will be 30x42 feet, 64 feet high. It will be a crib elevator, sheeted with galvanized steel and covered with an iron roof. The Burrell Engineering and Construction Co. has the contract.

Work is progressing on the new 70,000-bushel elevator of H. H. Emminga at Golden, Ill., being constructed by the Burrell Engineering and Construction Co. At first it was given out that the capacity of the elevator was to be 50,000 bushels, but this has since been changed to 70,000. Mr. Emminga recently went to Saginaw, Mich., to purchase a cleaning machine for the new structure.

E. D. Churchill & Son have sold out their grain business at Chenoa and Meadows, Ill., to Harrison Bros. of Dwight. The new owners took possession July 1. The firm of E. D. Churchill & Son had done business in the same office in Chenoa since 1866. The senior member of the firm now retires from active business, and his son, F. H. Churchill, will go West to engage in another line

of business. Harrison Bros. have two elevators at Dwight, where they have been in the grain business for a number of years.

Secretary S. W. Strong of the Illinois Grain Dealers' Association reports the following changes in grain concerns since June 3: W. B. Cavanaugh succeeds Cooley & Wolcott at Bradford; Farmers' Elevator Co. succeeds Moberly & Co. at Windsor; the Mansfield-Ford Grain Co. (mail Illiopolis) succeeds Chris Feiker at Walker; St. John & Bro. succeed J. H. Snowden at Bradbury; Jackson & Shehan succeed John J. Ashbaugh at Dunlap; J. F. Sprague succeeds Felger & Sprague at Bement; M. C. Camp succeeds M. C. Camp & Co. at Voorhies.

## MISSOURI, KANSAS AND NEBRASKA.

The Blenkiron Grain Co. is erecting an elevator at Osmond, Neb.

The Pratt Mill and Elevator Co. has put up a new elevator at Minneola, Kan.

The Newton Grain Co. of Springfield, Mo., has moved into its new brick building.

The Dobbs Grain Co. of McLouth, Kan., will install an improved Hall Signaling Grain Distributor.

A new gasoline engine has been installed in the elevator of the Wright-Leet Grain Co. at Narka, Kan.

The new Co-operative Grain and Live Stock Association at Talmage, Kan., has opened its elevator.

The Updike Grain Co. will install its elevator at South Omaha, Neb., with an improved Hall Grain Distributor.

The Saunders-Westrand Co. is equipping its elevator at Pender, Neb., with an improved Hall Signaling Grain Distributor.

Farmers in the vicinity of Greenwood, Neb., have organized a grain company and will erect an elevator in the near future.

The Holmquist Grain and Lumber Co. will equip its elevator, located at Tekamah, Neb., with an improved Hall Grain Distributor.

It is rumored that a large elevator is to be erected at Columbus, Neb., this summer by T. B. Hord of Central City, that state.

The Nye-Schneider-Fowler Co. has rebuilt its elevator at Lindsay, Neb., destroyed by fire last April, and is ready to receive grain.

The elevator of the Dickinson Bros. Grain and Hay Co. at Humboldt, Kan., is about completed and will be ready to care for the crops.

G. W. Warner has sold his Ellis elevator to the Wright-Leet Grain Co. of Lincoln, Neb. Harry E. Foster will buy the grain for the new owners.

F. Elvin of Moberly, Mo., has bought a flour mill at Fairmont, Neb. The equipment of the mill will be improved and a 20,000-bushel elevator erected.

The Farmers' Elevator Co. of La Crosse, Kan., has bought new Fairbanks track scales, 46 feet long. This improvement means an expenditure of \$1,000.

The new Farmers' Elevator Co. of Adams, Neb., is capitalized at \$15,000. It is expected that one of the elevators at Adams will be bought by the company.

O. E. Graves has bought a grain elevator at Wayne, Neb., in which deal George Lamberson is associated with him. Both men formerly lived at Atkinson.

H. C. Jeffers & Co. of Wahoo, Neb., have sold their elevator at that place to the T. B. Hord Grain Co. J. H. Swallow is now in charge of the elevator for the new owner.

L. Cortelyou of Corning, Kan., has completed his new elevator at that point. The capacity is 16,000 bushels, and the elevator is equipped with the latest and best machinery.

The Mose H. Land Milling Co. of Marshall, Mo., has bought the warehouse of R. M. Parrish at Stanhope, also several thousand grain sacks. The warehouse has a capacity of 25,000 bushels.

The Moses Bros. Mill and Elevator Co. is remodeling and enlarging its elevator at La Crosse, Kan. When the work is completed it will have a capacity of 12,000 bushels. The excellent wheat prospect necessitates this change.

The new elevator of the Fowler Elevator Co. at Fowler, Kan., has just been completed. Its capacity is 30,000 bushels. Besides the two dumping bins there are six others 10x12 feet square and 38 feet deep. They extend several feet below the surface of the ground and have a cement floor. Unlike many elevators, the cleaner in this building is on the lower floor, where it can receive the constant attention of the one in charge. A large grinder of all kinds of grain is also on the lower floor, with bins for storing the ground product overhead. Power is furnished by a 12-horse Olds gasoline engine. The office and scales are located a few rods from the elevator. The scales have a capacity of five tons. M. J. Young, a

grain buyer of twenty years' experience, will do the buying for the company, and J. B. McClure, one of the owners, will have charge of the elevator and the feed-grinding department.

Work is going on in the erection of a 50,000-bushel elevator at Kearney, Neb., by the Trans-Mississippi Grain Co., to take the place of the one destroyed by fire on May 10. It will occupy the old site and be modern in every respect.

The John F. Meyer & Son Milling Co. of Springfield, Mo., has finished its new 125,000-bushel elevator. It has torn down the old elevator and is erecting a large two-story warehouse between the new elevator and the mill building, to cost several thousand dollars.

The new grain elevator at the plant of the Waggoner-Gates Milling Co. at Independence, Mo., is completed. The new structure is 120 feet long, 34 feet wide and 82 feet high. It is covered with corrugated iron. It contains 32 bins and has a capacity of 210,000 bushels. The combined capacity of the old elevators at this plant, of which there are three, is 150,000 bushels. The new elevator cost \$25,000.

## IOWA.

Middletown, Iowa, will soon have an elevator.

It is rumored that a new elevator will be erected at Chapin, Iowa.

The Farmers' Elevator Company of Jewell, Iowa, began business on June 8.

McCallsburg, Iowa, farmers are considering the purchase of a local elevator.

Farmers in the vicinity of Hull, Iowa, organized an elevator company in June.

A new elevator is under construction at Brighton, Iowa, and it is expected to be finished soon.

The Farmers' Elevator Co. of Clare, Iowa, is a new corporation. The capital stock is \$20,000.

The Farmers' Elevator Company of Larrabee, Iowa, having a capital stock of \$25,000, has been organized.

Articles of incorporation have been filed for the C. W. McCausland Grain Co. of Minden, Iowa, capitalized at \$5,000.

Cleghorn, Iowa, farmers are organizing an elevator company and will either buy an elevator or erect one of their own.

J. P. Coffey has sold his elevator at Gridley, Iowa, and his line of elevators on the Rock Island Railroad. The new owners took possession June 20.

Messrs. Friend and Woods will erect a grain elevator at Brighton, Iowa, on the former site of the C., B. & Q. depot, which has been moved two blocks away.

The Farmers' Elevator Company of Union, Iowa, has let the contract for the erection of a 12,000-bushel elevator, to cost \$3,000, and to be completed by August 1.

Behan & Reiger of Masonville, Iowa, have let the contract for the erection of a new elevator, which they expect to have ready in time to handle this year's crop.

Scranton, Iowa, is to have a new elevator, work on which is now under way. The structure will be of concrete throughout and will be as nearly fireproof and indestructible as possible.

Davis & Milligan of Scranton, Iowa, are putting up an elevator adjoining their present one and to be of the same dimensions. The combined capacity of the two elevators will be nearly 30,000 bushels.

The John P. Coffey Grain Co. of Luverne, Minn., has sold eight of its elevators in northern Iowa to the Western Elevator Co. of Winona, that state, and is on the lookout for elevators in South Dakota or Minnesota.

A new elevator, it is said, will be erected in Council Bluffs, Iowa, having a capacity of 75 or 100 cars of grain a day, but for the present the names of the promoters of the enterprise are withheld from the public.

The Younkerman Seed Co. has bought the John Clausen Warehouse at Council Bluffs, Iowa, and will erect near it a large elevator for both grain and seeds. It will also engage in the manufacture of stock foods and in the cleaning of seeds.

O. J. Larson of Jewell, Iowa, has made application to the Railroad Commission at Des Moines, and asks that the Chicago & North-Western Railroad grant him a site for an elevator at Jewell. He says he has negotiated with the two companies represented there, but cannot make satisfactory transfer. He claims that the company refused to grant him a hearing for a site.

The plan to organize a farmers' company having three elevators, one at Crooks, one at Roberts and one at Lundgren, all in Iowa, has been given up, and each of these towns is to have and manage its own elevator. The Crooks farmers have in-



incorporated as the Farmers' Elevator Company, having a capital stock of \$10,000. The company will soon begin the erection of a 10,000 or 12,000 bushel elevator.

#### OHIO, INDIANA AND MICHIGAN.

The new elevator at Randolph, Ind., is about completed.

E. J. Griffis' new elevator at Dawson, Ohio, is about completed.

C. G. Egly of Berne, Ind., will establish a grain elevator at Sturgis, Mich.

Haley & Wasserman of Bowlsville, Ohio, will soon put up a new elevator.

R. J. Edwards of Webberville, Mich., has ordered two improved Hall Signaling Grain Distributors.

W. H. Hill of Oakwood, Ohio, has just added a stone burr grinder and portable elevator for loading grain.

The Brighton Elevator Co. has sold out to Mr. Tuttle of Henrietta, Ohio, who has removed his family to Brighton.

The Bryant Grain Co., recently incorporated, will build an elevator at Bryant, Ind., which will be ready for the new crop.

Adlard & Persinger have bought the T. B. Marshall Elevator at Kirkwood, Ohio. E. T. Custenbinder will be the local manager for the firm.

The Lockland Milling Co. of Lockland, Ohio, is putting up an elevator, to be used for wheat only, which will have a capacity of 10,000 bushels.

The Philip Smith Manufacturing Co. of Sidney, Ohio, is furnishing the machinery for the new elevator which the Neizer Co. is building at Convoy, Ohio.

Myron Silver is building an addition to his elevator at West Jefferson, Ohio. The machinery outfit was furnished by the Philip Smith Manufacturing Co.

W. J. Sebold has completed a new grain elevator at Middletown, Ohio. The entire equipment of weighing was furnished by the Philip Smith Manufacturing Co.

C. G. Egly, Albert Egly and Jas. O. Grove have incorporated the Egly Grain Co. with a capital stock of \$6,000 and are negotiating for an elevator near Berne, Ind.

The Berne Grain and Hay Co. has sold its elevator at La Grange, Ind., to the Home Grain Co. The members of this company are C. G. Egly, Albert Egly and J. O. Grove.

The Wallace Milling Co. of Dale, Ind., is having a 25,000-bushel elevator constructed. L. R. Veatch secured the contract for the Robinson Manufacturing Co. of Louisville, Ky.

The W. B. Lynch Elevator at Darlington, Ind., and the Dunkle & Halstead Elevator at Kirkpatrick, Ind., have been purchased by George M. Malsbury and Albert Cox, for \$32,575.

Members of the American Society of Equity at Mt. Vernon, Ind., have leased a tract north of the city and will erect thereon an elevator for their own use. It will cost about \$1,500.

Long & Anderson are remodeling their grain elevator at Liberty Center, Ohio, and have placed the order for the needed new machinery with the Philip Smith Manufacturing Co. of Sidney.

Jesse Hamlin, the founder of the Sterling Elevator Co. of Sterling, Mich., has acquired the interests of all the other stockholders and will hereafter conduct the business under his own name.

The Sardinia Mill Co. of Sardinia, Ind., has purchased an elevator and conveyor system, for handling a large capacity of wheat, from the Robinson Manufacturing Co. L. R. Veatch secured the sale.

The Burrell Engineering and Construction Co. of Chicago has completed repairs on the elevators of Goodrich Bros., at Winchester and Westfall, Ind. A transfer house was made out of the Winchester elevator.

The Independent Elevator Co. of Ithaca, Mich., is putting in its elevator machinery and expects to be ready for the grain as soon as harvested. The business is in charge of Clarence A. Croel, formerly of Collins.

The Battle Creek Elevator Co. of Battle Creek, Mich., has filed articles of incorporation. The capital stock is \$1,500, and the incorporators are Theodore Swift, August Zimm, Arthur Watkins, J. J. Martin and Ambrose Minty.

The Ryan Grain Elevator Co. is a new Ohio corporation at Cincinnati, that state. The capital stock is \$250,000, and the incorporators are John J. Ryan, Howard N. Ragland, H. W. Barnes, D. A. Washington and J. A. Parvis.

Carpenters began the work of rebuilding the Union Grain and Coal Co. Elevator, damaged severely by the fire of June 12, at Anderson, Ind., on June 23, and expected to have the building ready for business again in 30 days. It will be

about as it was before the fire. The two top stories will be entirely rebuilt, and the machinery replaced.

The Bishop Elevator, the largest one in Walton, Ind., has been bought by Edgar and Ira Phillips and J. M. Bechdol, and will be operated by them under the firm name of Phillips Bros. & Bechdol. The purchase price was \$16,000.

The new Schulenberg Bros. & Weber Elevator at Mardenis, Ind. (mail Roanoke), is completed. Its capacity is 10,000 bushels, and the appliances will enable it to receive a car of corn, clean and load it into another car in two hours' time. Electricity is the motive power.

William Nading, owner of elevators at Boggs-town, Fairland, London, Prescott, St. Paul, Waldron, Lewis Creek, St. Louis Crossing and Fenns, Ind., has come into possession of the Toledo Elevator at Shelbyville, Ind. This makes 10 elevators within a radius of 15 miles of Shelbyville under Mr. Nading's control.

D. C. McLaren, Wirt S. McLaren, H. S. Holmes and Howard Holmes have purchased the J. P. Wood bean elevator at Chelsea, Mich., and formed a co-partnership under the style of D. C. McLaren & Son. There will be several changes made in the elevator building. There is no connection between this business and the hay and potato business of McLaren & Son.

The extensive improvements that have been under way for several months at the plant of the Blish Milling Co. of Seymour, Ind., are now completed. The company can take care of 300,000 bushels of wheat at one time, with its present facilities. A new elevator has been built, and the three steel tanks, each holding 50,000 bushels, have been partitioned into six bins each, and placed on concrete foundations.

#### THE DAKOTAS.

The Carlon Elevator at Corsica, S. D., is being enlarged.

The farmers' elevator at Noonan, N. D., has just been completed.

Grand Rapids, N. D., is having two new elevators erected there this year.

R. E. Colburn is building an addition to his elevator at Springfield, S. D.

The Wait & Dana Elevator at Corsica, S. D., was completed on June 13.

The Missouri Valley Milling Co. is erecting an elevator at Dickinson, N. D.

The Sheldon (N. D.) Farmers' Elevator Co. will erect a 40,000-bushel elevator.

John M. Deers of Mitchell, S. D., is erecting an elevator at Hayti, that state.

A 45,000-bushel farmers' elevator is now in course of construction at Berlin, N. D.

A new elevator will be built at Highmore, S. D., in time for this season's crops.

A new elevator has been completed at Portland Junction, N. D., near Portland.

South Dakota farmers in the vicinity of Wessington are organizing an elevator company.

The Co-operative Elevator Co. of Madison, S. D., has secured a site and will build at once.

An elevator site has been secured in Crary, N. D., by the St. Anthony & Dakota Elevator Co.

The Farmers' Elevator Co. of Wolford, N. D., is planning the erection of a 30,000-bushel elevator.

The Farmers' Elevator Co. of Bottineau, N. D., is trying to buy the Clement Elevator at that place.

A 40,000-bushel elevator will be erected at Jud, N. D., by F. T. Rector. The contract price is \$7,000.

J. A. McKeever's elevator at Sisseton, S. D., has been purchased by E. J. Turner, who will run it himself.

J. J. Peters, from Iowa, will erect another elevator at Crete, N. D., as soon as he can get a lease of the ground.

Crooks, S. D., farmers have decided to incorporate the Farmers' Elevator Co. of Crooks; capital stock, \$10,000.

The new town of Florence, S. D., will soon have a farmers' elevator company. Good men are behind the project.

At Westport, S. D., Mr. Brady, an independent elevator man, has bought the north elevator and the farmers the south elevator.

M. B. Lytle has disposed of his elevators at Drake and Courtney, both N. D., to J. Johnson, and has removed to Lewistown, Mont.

Beresford is one of the many South Dakota towns to establish a farmers' elevator. The capital stock of the new company will be \$10,000.

The Kermit Grain and Mercantile Co. has been incorporated at Kermit, N. D., by Grant Case, D. C. Casey, Charles Swanson and others. The cap-

ital stock is \$50,000. An elevator having a capacity of 20,000 bushels is already under construction. The contract price is \$5,100.

W. F. Purdie has purchased C. H. Chase's elevator at Willow Lake, S. D. Mr. Purdie has been in the grain business for a number of years.

Yankton County farmers in the neighborhood of Utica, S. D., have organized an elevator company and will erect and operate an elevator at Utica.

W. A. Fallgatter has bought an interest in the Mt. Vernon Mill and Elevator Co. at Mt. Vernon, S. D., and has taken up his residence in that town.

E. M. Morgan of Dell Rapids, S. D., has bought an interest in the W. I. Thompson Elevator at DeSmet and will manage the business hereafter.

Farmers and local business men of Alexandria, S. D., have subscribed sufficient stock to insure the construction of a farmers' elevator at that place.

The Farmers' Elevator Co. of Calvin, N. D., has been incorporated by Elias Porter, George Henderson, John Hayes and others. The capital stock is \$10,000.

The Farmers' Elevator Co. of Leonard, N. D., has made a proposition to both the Great Western and the Monarch Elevator companies to buy an elevator.

The two Duluth elevators, located at Gilby and at Auburn, N. D., destroyed by fire recently, will be rebuilt. Each is to have a capacity of 40,000 bushels.

Louis C. Witting, William F. Kurth and August Tohm have incorporated the Farmers' Elevator Co. of Gardena, N. D., having a capital stock of \$10,000.

The new National Elevator at Osnabrock, N. D., has been bought by the Farmers' Elevator Co. of that place. The new owners took possession on July 1.

The Farmers' Elevator Co. of Streeter, N. D., having a capital stock of \$10,000, has been incorporated by George Mack, Gottlieb Enzminger and Peter Mayer.

The new Atlantic Elevator at Fullerton, N. D., is about completed. Flour, feed and fuel will be handled, and the business will be in charge of George Sullivan.

A farmers' elevator company has been organized at Garrison, N. D., and has sent articles of incorporation to the secretary of state. An elevator will be erected by the company.

An addition to its present elevator is being put up by the Cargill Elevator Co. at Hunter, N. D. The new structure will have a capacity of from 15,000 to 20,000 bushels of grain.

Van Hemert & Van Zee of Platte, S. D., have sold their elevator at that place to L. Button of Sheldon, Iowa, a miller and grain man. The price is said to have been a good one.

Sykeston, N. D., has a new corporation, known as the Farmers' Elevator Co.; capital stock, \$10,000. The incorporators are Will Nelson, Michael Rasmussen, Olaf Johnson and others.

Steve Mason of Mohall, N. D., for years in the grain business at that point, has removed to a location in the eastern part of the state, where, with others, he will erect an elevator.

The Occident Elevator Co. has sold its elevator at Bowdon, N. D., to a farmers' company and will seek another location. There are six other elevators at Bowdon and the farmers were contemplating erecting another.

It is reported that the Great Western Elevator Co. intends rebuilding its elevator at Hunter, N. D., destroyed by fire last year, on the same site. There is much opposition on account of its location in the center of town.

The John Hokanson Grain Co. of Hector, Minn., has started work on its new elevator at Hettinger, N. D., which is to have a capacity of 30,000 bushels. This makes the third elevator for that town and another one is in view.

The contract has been let for the erection of a 40,000-bushel elevator at Columbia, S. D., by the farmers' company of that place to L. Buege of Minneapolis. The cost is to be \$6,600, and the plant is to be completed by the middle of August.

A site has been granted the Farmers' Elevator Co. of Langdon, N. D., by the Great Northern railway. The elevator is to have a capacity of 1,500 bushels and is to be ready for the fall grain. It will have a big cleaner, so as to do away with the necessity of paying freight on screenings to terminal points.

The South Dakota Farmers' Elevator Co. of Verdon, S. D., has bought the Hawkeye Elevator at Nahon, same county, and will build an addition to it. The elevator is 28x28 feet and has a capacity of 20,000 bushels, and the new house, practically an elevator in itself, connected by chutes or conveyors and the power transmitted by a line shaft



from the old elevator, will be 28x32 feet and have a capacity of 25,000 bushels. S. H. Tromanhauser of Minneapolis has the contract for its erection.

A new concern, known as the Dickinson Elevator Co., composed of the two Lahart brothers, who have elevator interests in North Dakota west of the Missouri River, and local parties, will erect a 50,000-bushel elevator at Dickinson, N. D. C. A. Lahart, the elder brother, will manage the business in Dickinson.

D. McKinnon of Madison, S. D., has bought three elevators, located at Lake Sinai, Brookings County; Badger, Kingsbury County, and Lake Norden, Hamlin County, all on the South Dakota Central Railroad. The elevators are new and in good condition. They will be managed under the name of the D. McKinnon Elevator Co.

The Columbia Elevator Co. of Minneapolis has just completed its 35,000-bushel elevator at Bowman, N. D.; the Bagely Elevator Co., also of Minneapolis, is now putting up another; the Western Lumber and Grain Co., headquarters at Bowman, is preparing to erect another, and sites have been secured by several other elevator companies.

The Farmers' Elevator and Shipping Co. of Armour, S. D., was recently granted a site for an elevator, built the foundation for same and then was perpetually enjoined from raising the superstructure. This put the company back \$1,000; but as the law forbids the erection of any building within 100 feet of existing structures, the company went to the other end of the yards, where there is ample room and where the railway authorities staked out the site for the elevator, and work on the superstructure started on June 22.

#### MINNESOTA AND WISCONSIN.

Eugene Engel is having an elevator put up at Blooming Prairie, Minn.

The Dakota Elevator at Osseo, Minn., has been sold to the Produce Grain Co. of Duluth.

The A. S. of E. will have its new elevator at Prescott, Wis., finished and ready for business this fall.

A project to put up their own elevator has been started by farmers in the vicinity of Hallock, Minn.

Glenwood, Wis., farmers have decided to have an elevator of their own. They will either buy or build an elevator.

The Farmers' Co-operative Elevator Co. has been organized at Mora, Minn., and will build an elevator at once.

The proposition of an elevator at Strip, Minn., is being discussed by farmers and merchants in that locality. The town has no elevator.

A new town is to be established between Bigstone, Bigstone County, Minn., and Milbank, S. D. An elevator has already been provided for.

The George Tileston Milling Co. of St. Cloud, Minn., is planning the erection of an elevator, to have a capacity of 100,000 bushels, near its flour mill.

H. E. Parker of Sioux Falls, S. D., has bought the elevator at Grogan, Minn., owned by the Plymouth Elevator Co., and will reopen it for business August 1.

A branch elevator of the Rothsay (Minn.) Farmers' Elevator Co. may be established at Lawndale, Minn. A number of shares have been subscribed for.

The recently incorporated Gibbon Farmers' Elevator Co. of Gibbon, Minn., has rejected three offers made for the sale of elevators at that place and will soon erect its own elevator.

A farmers' union will be organized throughout the Northwest during July for the purpose of securing for the fall markets a stable price for farm products and to insure them in the future.

The Slayton, Minn., elevator of the Plymouth Elevator Co. has been bought by D. Schoeneman of Sioux Falls, S. D. C. L. Johns has been placed in charge of the elevator, which opened up for business about the middle of June.

A 10,000-bushel elevator will be erected by farmers in the vicinity of Schleisingerville, Wis., who have recently formed a company for that purpose. Both the Wisconsin Central and the Chicago, Milwaukee & St. Paul railroads have offered sites.

H. C. Ervin of St. Cloud, Minn., has purchased the plant of the Bemidji Elevator Co. at Bemidji, Minn., from McCabe Bros. of Duluth, and took possession on July 3. The property consists of a 20,000-bushel elevator and mill and a large warehouse. The plant will be operated by a company consisting of H. C. Ervin, George Reis, Thomas S. Ervin and H. C. Ervin, Jr., under the firm name of the Beltrami Elevator and Milling Co., and the deal will involve an investment of between \$20,000 and \$25,000. T. S. Ervin will have general supervision

of the plant, and T. Hughes will be the local manager.

At the annual meeting of Northwestern Elevator Co. of Minneapolis, Minn., held on July 6, the following officers were elected: President, R. A. Downey; manager, Thomas McGough; directors, D. M. Irwin, Robert S. Sloan, George B. Sloan and R. A. Downey.

The City Mills at St. Cloud, Minn., after a continuous run of six years, shut down the first of July for remodeling and a thorough overhauling. About \$3,000 worth of new machinery will be installed, and the most modern inventions and improvements added. The mill expects to begin grinding again about July 20.

The Wilbur Lumber Co. will make West Allis, Wis., a grain market. The company has put up there a grain elevator 68x68 feet, 50 feet high, having a capacity of 20,000 bushels of grain. The C. & N. W. Ry. Co. has laid a spur track to the elevator, and about August 1 the company will begin business. The erection of this elevator means a big investment on the part of the Wilbur Lumber Co.

It is rumored at Manitowoc, Wis., that the Wisconsin Central Railway, associated with eastern interests and capital, is negotiating for control of the local elevators of the Northern Grain Co. and to take over the business of the company, which recently announced it would retire. There are two other bidders in the field to receive the elevators and business of the Northern Co., one being the Western Elevator Co. of Winona, Minn., whose largest activities center in Minnesota, Iowa, Wisconsin and Illinois. A Milwaukee company is also said to be a bidder for the business of the Northern Co. A definite decision in the matter is expected very soon, and upon settlement, the new owners will reopen the elevators and resume business. Reports have been circulated that the Northern Co. had issued orders for the closing of the offices and the discharge of all employees, but this is denied at Manitowoc, where the entire force was retained, although steps for closing the business had been taken and no new business was accepted.

#### SOUTHERN AND SOUTHWESTERN.

Ed Siebold and J. W. Adams will put up an elevator at Ft. Worth, Tex., to cost about \$50,000.

The McLemore Grain Co. of Nashville, Tenn., is erecting a new elevator as an addition to its plant.

The Farmers' Union has procured a site for the erection of a Farmers' Union Warehouse at Midland City, Ala. The capital stock will be \$4,000.

The Bentke Bros. Grain Co. of Blackwell, Okla., has been incorporated by E. L. Bentke, J. S. Stocker and T. L. Tetrick. The capital stock is \$15,000.

The Wood-Stubbs Co. of Louisville, Ky., will install a complete cleaning system for grain and seeds, furnished by the Robinson Mfg. Co. L. R. Veatch secured the contract.

The Kingfisher Mill and Elevator Co. is a new corporation at Kingfisher, Okla. It has a capital stock of \$50,000, and its incorporators are W. J. Brown, L. W. Foster, E. W. Hunt and others.

The contract for the full line of machinery for the new 50,000-bushel elevator of J. T. Griffith & Co. at Owensboro, Ky., has been given to the Robinson Mfg. Co., Louisville, Ky., through L. R. Veatch. The cost of the elevator will be \$25,000.

A new Texas corporation is the Ft. Worth Elevator Co., capitalized at \$75,000. Bert K. Smith, Jule G. Smith and F. H. Ingraham are the incorporators. The company will erect a 125,000-bushel addition to elevator, to cost, with equipment, \$25,000.

The Pennsylvania Railroad Co. is enlarging its grain-handling facilities at Baltimore, Md. When the work is completed the bins at Elevator No. 3 will have 52 tanks, each 79 feet in depth, and the storage capacity will be 2,000,000 bushels—double the former capacity.

H. J. Hackney of Wellington, Kan., has bought the Jefferson Mill and Elevator at Jefferson, Okla. The mill has stood idle since last fall. Mr. Hackney has improved the plant, installed new machinery and increased the capacity of the mill to over 250 barrels per day.

The Fouke Grain Co. has been incorporated to do a general grain business at Texarkana, Ark. G. W. and C. W. Fouke, C. E. Bramble, Allen Winham, C. C. Staiti, Abe Cooperman and J. E. Frie are the incorporators. The capital stock is \$15,000, all of which has been subscribed.

The large grain elevator at Hitchcock, Okla., owned by Willet Johnson of Enid, was shifted from its foundation a distance of three feet during the high wind of June 14, which did considerable damage to the village of Hitchcock. The elevator was replaced on its foundation by means of jack-

screws on June 20 in less than three-quarters of an hour.

A new company has been organized at Orange, Tex., known as the Miller-Townsend Grain Co. The new concern will keep on hand a large supply of all kinds of feed. Max Miller, who is well known in that section, will represent the company on the road and Claude Townsend will have charge of the office end of the business.

#### WESTERN.

Quincy, Wash., farmers are erecting an elevator, which they expect to have completed in a short time.

C. W. Bethel is building a new steel wheat tank at Harrington, Wash., which will have a capacity of 50,000 bushels.

The Kerr-Gifford Co. has leased its Greer, Idaho, warehouse to the Greer-Rochdale Co., which is a farmers' co-operative company.

The Quincy Elevator Co. is building a 25,000-bushel elevator in Odessa, Wash. It will be constructed with a view to doubling the capacity within a year.

Miller Bros. will erect a large grain elevator at Ashton, Idaho. They already have a capacious grain house at that point, but the heavy crops require more room.

The Alliance Warehouse and Elevator Co. has bought M. Walser's grain warehouse at Fairfield, Wash., for \$2,000, giving it a total storage capacity of 150,000 bushels.

The Dixie Grain Warehouse Co. has been incorporated at Walla Walla, Wash., by H. D. Eldridge, A. J. Bolter, Henry Eckoff and G. W. Dickson. The capital stock is \$7,000.

The Farmers' Co-operative Union and the Fruit Growers' Association of Rockford, Wash., are considering the erection of a grain elevator and fruit storage and packing house combined.

The Connell Union Elevator and Warehouse Co. of Connell, Wash., has been incorporated by R. L. Olds, J. W. Welch, Frank Havlina, W. H. Welch and P. Dunnigan. Capital stock, \$20,000.

The Cache Valley Grain and Seed Co., successor to C. A. Smurthwaite at Logan City, Utah, is now located in its new quarters, where it has installed the largest seed and grain plant west of Chicago.

The Overland Cereal Co. is building a grain elevator at Laramie, Wyo. The Burrell Engineering and Construction Co. of Chicago has the contract. Two improved Hall Signaling Distributors will be used.

The Farmers' Union Grain Co. has been incorporated to do business at Latah, Wash. The capital stock is \$20,000, and the incorporators are C. C. Barth, F. W. Korsmeier, A. J. Brincken, J. Judkins and M. Poore.

A new corporation in Montana is the Yellowstone Land and Grain Co. of Laurel. B. G. Brockway and Raymond Best of Laurel and O. M. Best of Dillon are the incorporators. The capital stock of the company is \$40,000.

Farmers in and around Warden, Wash., have organized the Farmers' Grain Co. and will erect warehouses at Warden to handle the fall crop of grain. The capital stock of the company is \$2,500. The principal stockholders are Peter Troutmann, Paul Huetter, Jake Lesser and William Booth.

Grain warehouses will be erected at the following Idaho towns by the Kerr-Gifford Co.: Steunenberg, Fenn, Gifford, Cottonwood and Grangeville. These, added to the warehouses included in the recent purchase of the business of the Kettenbach Grain Co., give the Kerr-Gifford Co. a string of nineteen warehouses.

An elevator of large capacity and modern in every respect will be erected at Red Lodge, Mont., by the Hawkeye Elevator Co. of Minneapolis, Minn. This will be one of a line of elevators operated by this company. Construction of the building will begin as soon as the site is secured, application for which has been made to the Northern Pacific Railway Co.

The Rocky Mountain Elevator Co., having main offices at Great Falls, Mont., has closed a contract with L. O. Hickok & Son of Minneapolis for the erection of three elevators, to be located at Cascade, Belt and Mendon, the last-named being a new town on the line of the Billings & Northern. The capacity of each is to be 30,000 bushels, and they are to be completed by September 1.

The Hammond Milling Co. has just completed a 60x120-foot grain warehouse at Krupp, Wash., west of Spokane, T. C. Hunter of Reardan being placed in charge. The contract has also been let for 100,000 feet of lumber to build an elevator for the purpose of handling loose grain. It is reported that A. D. Thompson, a grain dealer of Duluth, is backing the company. This makes the sixth grain company in business at Krupp to handle the



1,000,000-bushel crop which it is expected the station will ship this season.

The Western Grain and Lumber Co. and the Farmers' Elevator Co. have both secured sites and will build elevators at Moore, Mont.

The Montana Elevator Co. will erect three elevators in Montana, one at Lewistown, one at Straw and one at Glengarry. Each will have a capacity of 35,000 bushels and will be equipped with every facility for handling grain quickly. This company's elevator at Moore, Mont., will be remodeled and brought up-to-date.

Two hundred and fifty of the 1,400 stockholders of the Farmers' Grain and Supply Co., operating twenty warehouses in the Pacific Northwest, met in Spokane, Wash., recently and elected the following among other officers for the year: President, W. J. Sutton; secretary and manager, H. T. Ahrens. In 1907, 200,000,000 bushels of wheat, barley and oats passed through its depositories, the company being the largest of its kind operating in the Northwest. Most of its houses are in central Washington. A modern elevator will be erected at Krupp, Wash., next month, for handling local grain. This makes the seventh grain company doing business in Krupp.

The heavy grain elevator which stood for years at the west end of the O. R. & N. yards at Waitsburg, Wash., has been moved near the mill of the Preston-Parton Milling Co., a distance of 1,200 feet. This company bought the elevator some time ago from the Pacific Coast Elevator Co., and has used it as a warehouse. It is now set on a cement foundation, over a cement basement, at one end of a large warehouse, to be 250x60 feet, which the Preston-Parton Co. is now erecting. A subway has been constructed from this elevator to the mill, and through it the grain will be transferred in bulk from the elevator to the mill by an 18-inch endless belt. This belt conveyor will return to the warehouse from a big miller's hopper, overhead, and will be used to carry from the mill the sacked flour and mill feed. The company will also build a road along the south side of its warehouse, so that travel may avoid the railroad tracks for some distance.

#### CANADIAN.

The Canadian Elevator Co. will erect an elevator at Elstom, Sask., as soon as the material can be procured.

The Consolidated Elevator Co. of Fort William, Ont., will double the capacity of its 600,000-bushel elevator at that city.

The Nanton Grain and Lumber Company is planning to build a 30,000-bushel elevator some time during the present year at Cayley, Alta.

The Grand Trunk Railroad will not rebuild the elevator at Toronto, Ont., destroyed by fire on April 21. At the time of the fire only 15,000 bushels of grain was in the elevator, whereas the capacity was 262,000 bushels, and it is said that the amount stored had decreased each year for some time.

Robert Muir, a prominent citizen of Winnipeg, Man., and head of the well-known grain firm of R. Muir & Co., died suddenly at a hospital in Winnipeg June 27. He had been ailing for some time, but was feeling unusually well shortly before his death, which was due to a sudden seizure of heart failure. Mr. Muir was a pioneer citizen of Winnipeg, having lived there for 30 years. He was prominent on the Grain Exchange, being its president at one time.

#### EASTERN.

The grain store of Jonathan B. Rose & Son, wholesale and retail flour and feed dealers at Millville, N. J., was entered by burglars on the night of June 18, who secured a small sum of money.

The New York Central & Hudson River Railroad Co. has decided to put a Hess Grain Drier in its Weehawken elevator, capable of drying about 30,000 bushels of grain a day. This will insure to the port of New York a larger movement of export grain, particularly corn, which has been going to other ports having grain-drying facilities.

E. L. Oviatt's new grain building at Milford, Conn., has been completed. It is 30x60 feet, and there are bins in the upper part large enough to store nine carloads of grain. Machinery for raising the grain from the ground into the bins and a gasoline engine for running the machinery will shortly be installed. A mill will also be put in.

The Girard Point Storage Company of Philadelphia, Pa., has had constructed a new 10,000-bushel-per-hour floating elevator, said to be one of the finest in the country. It will be placed in commission this month, and will operate between Port Richmond, on the north, to Pier 80, on the south. With the addition of this elevator, Philadelphia's facilities for handling grain from lighters will aggregate about 30,000 bushels per hour.

The new elevator cost about \$60,000, and was built at Wilmington, Del.

Griswold & Adams' new grain house at Dalton, Mass., is completed, a part of the machinery being started up on July 8, when the elevator was used in unloading a car of corn.

William H. Payne & Son has been incorporated at New York, N. Y., to operate grain elevators. The capital stock is \$25,000, and the incorporators are H. T. Payne of Noroton, Conn., and C. S. Betts and A. G. Todd of New York City.

Swain's new elevator at Nantucket, Mass., was put into operation on June 6. A slight accident to the engine, caused by a piece of waste being carelessly placed between the cogs operating the governor, suspended operations for a few days, until the arrival of new cog wheels. The elevator and grain business will hereafter be in charge of Arthur W. Jones.

#### TRANSIT ARRANGEMENTS.

The scope of transit privileges widens with the passing years, says the Railway World. The pristine arrangement of this character has possibly lapsed from the memory of the present generation; but on the other hand it seems probable that among the earliest—perchance the first—institutions of the practice was the milling in transit arrangement given the Minnesota millers by the "Milwaukee Road" at the time when the rate on flour from Minneapolis to Chicago was 55 cents per barrel. The object of the device was solely to keep on the rails of the carrier originating the grain its milled product, thereby securing the long haul to destination instead of allowing a competitor to tap the line at the milling point. That the original idea was a valuable find is demonstrated by its evolution, growth and survival. Probably to-day many transit arrangements are sanctioned whose immediate and direct benefit inures only to the shipper, but periodically is witnessed the establishment of some new form of the transit principle.

In this connection the following list of farm products that may be "stopped in transit" according to arrangements now in vogue in one part or another of the country may prove instructive. This list, of course, takes no account of storage, concentration and reconsignment privileges, but is confined to those arrangements involving some modification or treatment of the raw material:

Alfalfa—For milling.  
Barley—For malting.  
Beans and peas—To be picked or cleaned.  
Corn—For shelling.  
Cotton—For compression, concentration and substitution.  
Cottonseed oil, cottonseed foots, cottonseed soap stock—For refining.  
Flour—For mixing and blending.  
Grain and seeds—For milling.  
Hay and straw—For grading or sorting.  
Oil, linseed—To be barreled.  
Oats—For clipping.  
Peanuts—To be cleaned and shelled.  
Potatoes—For bagging, sorting and substituting.  
Starch, corn flour, oil cake—To be ground or pressed and repacked.

The matter of the legality of the transit privilege has never been specifically tested, adds the World, but manifestly vast industries have been established and maintained chiefly by virtue of this concession, and the prosperity of more than one considerable city has been fostered and upheld by the enjoyment of recognized transit arrangements. In times past such privileges have undoubtedly been the occasion of violent discriminations and rank abuses, but restrictions necessarily enforced nowadays so hedge the path of the would-be transgressor as to make it a dangerous and profitless task to desert the straight and narrow way. Formerly "transit" was bought and sold on various exchanges, its price fluctuating with the vagaries of the (actual) rate of freight, but new conditions have resulted in an elimination of the quondam possibilities of transit arrangements as rate disturbers.

"By diligent and persistent work it is possible in the near future to place Colorado grain second to none in quality, and in yield per acre place this state first in all the Union," said Professor Olin of Fort Collins, in a recent address.

It may not be generally known, but W. S. Upshur, superintendent of the C. & O. elevators, says that Newport News holds the record for the two largest full cargoes of grain ever exported from America, viz.: January 25, 1906, steamer Malak and with 509,037 bushels, and February 21, 1906, steamer Manipur, with 530,474 bushels.

## COMMISSION

The Burns-Yantis Grain Co. of Buffalo, N. Y., has been authorized to do business in Illinois with a capital stock of \$25,000.

The Badger Grain Company of Milwaukee, Wis., has been incorporated with a capital stock of \$25,000. The incorporators are John Lawrence, Herman F. Franke and Mildred Lawrence.

The Banner Grain Company of Minneapolis, Minn., has filed amended articles of incorporation, making a capital stock of \$60,000. The principal stockholders are J. R. Stewart and G. F. Briggs.

The Lippert Company of Chicago has been organized with a capital stock of \$1,000 to deal in grain and like products. The incorporators are Joseph J. Lippert, Charles W. Lamherton, John A. Costello.

The St. Louis Hay & Grain Company of Illinois has been authorized to do business in Missouri, employing \$1,000 of its capital stock of \$20,000 for that purpose. The company will have an office in St. Louis.

J. A. Bushfield, formerly manager of the Empire Grain Co. of Wichita, Kan., has opened an office in the Sedgwick Building, Wichita, and will conduct a general grain brokerage business on his own account.

Articles of incorporation were filed the past month by the Hottel Co. of Milwaukee, Wis., to carry on a general grain and feed business. The capital stock is \$25,000 and the incorporators are Max Hottel, Adolph Huebschmann and Marie K. Resch.

The Getchell-Tanton Company of Minneapolis, Minn., was incorporated early in July to carry on a general grain and brokerage commission business. The incorporators are A. G. Tanton, P. B. Getchell and F. C. Lydiard, all of Minneapolis. Capital stock \$100,000.

Julian C. Olsen, recently of the grain commission firm of W. C. Sunderland & Co. of Omaha, Neb., severed his connection with the firm to go to Columbus, Neb., where he is managing a branch grain office for Ware & Leland of Chicago. Mr. Sunderland is continuing in the grain commission business.

The McIntyre-Frerich Company has succeeded the McIntyre-Ingold Company, grain dealers at Minneapolis, Minn. S. A. Mitchell, president of the First National Bank of Rock Valley, Iowa, is president of the company. J. H. Frerich and A. H. McIntyre formerly operated a line of elevators in Iowa and South Dakota.

H. A. Hahn, who has been for a number of years representative in Iowa and the Northwest, with headquarters at Le Mars, for Gerstenberg & Co. of Chicago, has removed to Chicago and will transfer his energies to the home office. Mr. Hahn has made an enviable record as a grain man of exceptional worth and ability in the West and will, without doubt, duplicate this record in Chicago.

The first advance note of hospitality that we have received for the twelfth annual meeting of the Grain Dealers' National Association at St. Louis, Mo., October 15, 16 and 17, comes to us from Daniel P. Byrne & Co. of St. Louis. It is in the form of a printed invitation on a blotter to make their office at 318-319 Chamber of Commerce Building headquarters during the convention, and we do not doubt but this invitation is sent to all the firm's many friends. There is no doubt, also, that dealers will be hospitably received at the company's offices while they are in the city.

We have received the announcement that the firm of S. C. Bartlett & Co. and the Northwestern Grain & Elevator Co., both of Peoria, Ill., have consolidated under the firm name of S. C. Bartlett Co. The paid-up capital stock of the company is \$300,000 and the officers are J. H. Ridge, president; S. C. Bartlett, vice-president; John Dalton, secretary and treasurer. The directors are Wm. H. Bartlett, J. H. Ridge, Wm. Jack, S. C. Bartlett, John Dalton. Wm. H. Bartlett is one of the heads of the new firm of Bartlett, Patten & Co. of Chicago and Mr. Ridge was manager of the old S. C. Bartlett & Co., while S. C. Bartlett was manager of the Northwestern Elevator & Grain Co. John Dalton has been with S. C. Bartlett & Co. thirty-four years, it having been organized thirty-six years ago.

The Southern Pacific Railroad has been distributing flaxseed in different parts of Texas, with a view to encouraging its cultivation in that state.

The project to revive grain transportation on the Mississippi River has again come into being at St. Louis, where it is now proposed to organize a company known as the Grain Growers' Exporters' Transportation Company with \$2,000,000 capital to put a fleet of 30 steel barges and four towboats into the grain service to New Orleans.



## THE EXCHANGES

A Chicago Board of Trade membership sold recently at \$2,250 net to the buyer.

The Philadelphia Commercial Exchange has approved a by-law providing for a complaint committee to investigate all alleged irregularities of members.

On June 24 the directors of the Chicago Board of Trade approved the applications and bonds of the existing regular grain warehouses, which will continue under the present status for another year.

The Toledo Produce Exchange has issued a booklet giving the revised rules governing the inspection of grain and seeds, effective in that market on and after July 1, 1908. In addition the booklet also gives considerable information of interest to shippers.

The Fiftieth Annual Report of the Trade and Commerce of Chicago, for the year ended December 31, 1907, as compiled by Geo. F. Stone, secretary of the Chicago Board of Trade, is a book of 118 pages and gives a complete statistical record of the market's business for the period under review.

It is announced that the directors of the Superior Board of Trade expect to have the institution in running order by August 1. Commission firms are said to be making plans to locate on the Board, the membership of which is reported to have been added to considerably of late. The directors plan to have quotations and open up the trading room just as soon as any business can be done.

Charles Culp, chief grain inspector of the Pittsburgh Grain and Flour Exchange, celebrated the thirty-fifth anniversary of his appointment as grain inspector on June 16. He has been chief grain inspector for sixteen years and has become known throughout the country as an expert, frequently being called upon to act as arbitrator in the settlement of difficult questions in other grain centers. There have been only two chief grain inspectors in that district in sixty-four years. William Culp, father of the present chief inspector, was appointed by President Tyler as United States flour inspector for the district in 1844. He served until 1892. Thirty-five years ago Charles Culp was appointed assistant to his father and in 1892 he succeeded to the chief inspectorship.

The directors of the Chicago Board of Trade refused the petition of Bartlett-Frazier-Carrington to make the Keith Elevator irregular because of their inability to deliver No. 2 corn on their warehouse receipts recently. The decision, however, was made without prejudice to the financial interests of either party. The corn in question was the last lot in the house and the receipts called for about 50,000 bushels. When it was attempted to load out the corn the inspection department refused to grade the corn No. 2 and Bartlett-Frazier demanded payment for the full value of the corn, which was refused. The corn had not been posted as out of condition, as provided by the laws of the state, and the elevator proprietors claimed they were not aware of its condition until it was ready to be loaded out. Bartlett-Frazier sold out the corn at a loss, it is stated, of about 11c a bushel. It is the general usage on the Board that when an elevator concern finds grain out of condition in its elevators it posts them at once, and if they are not posted then it is usually considered obligatory on the part of the proprietors of the warehouse to pay the damages resulting from any loss.

### COARSE GRAIN PIT AT MINNEAPOLIS.

The directors of the Minneapolis Chamber of Commerce have installed a pit on the exchange floor for trading in oats and flaxseed futures. Heretofore traders in coarse grain have been handicapped on account of being compelled to execute their orders in the wheat pit, and the business has now reached such a volume that the necessity of a separate pit has become imperative.

The annual receipts of oats at Minneapolis aggregate from 20,000,000 to 25,000,000 bushels, while the annual receipts of flaxseed are in excess of 10,000,000 bushels.

### "NEW" AND "OLD" STYLE.

Option orders placed with commission houses for execution on the Minneapolis Chamber of Commerce should specify whether old or new style delivery is wanted, the following rule having become effective June 15:

"In all sales of grain and flaxseed for future delivery, the grades shall be No. 1 Northern Wheat, No. 3 Corn, No. 3 White Oats and No. 1 Flaxseed, as established by Joint Board of Grain Appeals, or other properly constituted authority of the state of Minnesota; provided that on all contracts based on these grades, all higher grades of the same grain may be delivered; and, provided further, that on all sales of wheat, No. 2 Northern Wheat, as established by Joint Board of Grain Appeals, or

other properly constituted authority of the state of Minnesota, may be delivered and applied at a discount of three and one-half (3½) cents per bushel below the price of No. 1 Northern; and provided further, that No. 2 Oats cannot be delivered on contracts for oats for future delivery.

"This rule shall be in force and effect on and after June 15, 1908, except that it shall not apply to any contracts entered into for the purchase and sale of grain or seed prior to said June 15, all of which contracts made prior to said June 15 shall, for the purpose of identification, be termed 'old' to distinguish them from the contracts entered into for the same future month's delivery after this rule takes effect, which contracts shall be termed 'new.'"

### ELECTION AT PITTSBURG.

At the recent annual election of the Pittsburgh Grain and Flour Exchange the following officers were chosen: President, Ren Martin; vice-president, W. N. Gordon; secretary, Geo. Shelbach; treasurer, T. J. Elwood. The following were elected to membership of the board of managers: John Dickson, W. P. Hodill, J. A. McCaffrey, W. N. Gordon, James Brown, W. W. Beatty, John Floyd, J. A. A. Geidel, Ren Martin, James McCune, George Schnellbach, S. C. Graham and T. J. Ellwood.

In his annual report the retiring president, John Floyd, spoke encouragingly of the business outlook, and also made several suggestions as to the betterment of handling hay and grain by the railroads.

He said that while the Pennsylvania lines and the Pittsburgh & Lake Erie have done away with switching charges the Baltimore & Ohio Railroad still maintains them. He said, too, the latter road should be asked to deliver hay and grain in Manchester or yards other than the one now used, which, because of its low level, has caused heavy loss in times of high water.

During the meeting of the Exchange the annual report of the secretary was read, and disclosed some rather surprising facts. It showed the business of the Exchange for the fiscal year was the largest on record, indicating that even under adverse conditions the Exchange is growing in importance.

The increase last year totaled 799 over the previous year. In last January alone the Exchange handled 1,082 cars of hay.

Oat sales last August reached 551 cars, and in January last 240 cars of shelled corn and 266 cars of ear corn were received and marketed.

### OPTION TRADES AT PORTLAND.

Option trading on the Portland (Ore.) Board of Trade began July 1 under favorable conditions, the future market having been put in working condition in less than two months after a sentiment developed in its favor.

In May a committee consisting of Gay Lombard, J. E. Murphy and A. Berg was appointed to report on the matter of dealing in futures and at a meeting of the grain trade on June 10 the committee reported in favor of the proposition. The sentiment in favor of option trading was practically unanimous and it was voted that the committee making the report be retained as a permanent committee and that it immediately carry out the recommendations of the report.

Another meeting of the grain men was held on June 24, at which time the final details of the option committee's report were passed upon. The rules as submitted were adopted as a whole and it was agreed that every member of the department be present at the opening call on July 1 at 11:30 a. m.

The question of warehouse charges was settled in the following rule:

"Uniform storage rates and other charges made by regular warehouses shall be fixed by the grain option committee under the authority of the board of directors and they shall be subject to their supervision. Regular and customary storage charges under this rule shall not exceed 12½ cents per ton per month on all varieties of grain, bran and millfeed. All storage earned shall be due and payable at the end of the current season, parts of a month, for the purpose of adjusting storage dates, to be paid pro rata at the monthly rate."

The warehouse rules further provide that regular warehouses must be represented on the membership roll of the exchange, either through their proprietor, manager or lessee.

The question of a bank of deposit was also settled and it was decided that the Canadian Bank of Commerce be appointed as the bank through which the margins are to be deposited.

Secretary Fred Muller reported that a number of applications from out-of-town grain firms at Spokane, Walla Walla, Colfax and San Francisco had been received. These applicants will be received at the expiration of the required ten days' posting on the blackboard of the exchange.

In the report of the option committee it was

pointed out that future trading was necessary to give the required stimulus for the grain organization and to fix standards of value. Portland dock facilities were declared to be ample to provide for all deliveries made in connection with option contracts.

### EXCHANGES PLAY BASE BALL.

First of all it was not the Chicago Board of Trade baseball team of a quarter score years ago which gave the Minneapolis Chamber of Commerce team such a drubbing as was administered at the White Sox Baseball Park, Saturday afternoon, July 11, when Chicago ended the game with a score of 18 to 5. In the old team there were some good amateur players, Jim Dalton to face the batsmen, George Carhart in left field and such good all-round players as Joe Griffin, Emery Rockwell and others.

This year's team, however, was made up of some crack ball players. The Board of Trade has seen the entrance, the past few years, of a new class of college-bred men, who are athletes, like H. K. Florentine, with Finley, Barrell & Co., and Dick Henry, with A. J. White & Co., men who can "line 'em out" and stop a ball without needing a basket for it. So when the Minneapolitans donned their suits at the "Old Roman's" park it was up to them to play some ball or go down to defeat.

It is not saying that there were not good ball players with the Flour City team. J. J. Quinn, secretary of the Tri-State Grain Dealers' Association held down first base and snapped up any ball that came within a radius of twelve feet. Owen, Beckwith and Berger also played excellent ball throughout the game.

Fred Pfeffer, the famous former second baseman for the old Chicago Nationals, umpired the game and the Chicago Daily News Boys' Band introduced musical selections between innings, although aggravatingly, when the Chicago team was piling up scores, insisting on playing "Every Little Bit Added to What You've Got Makes Just a Little Bit More."

And all was for Children's Charities, this being the annual game that is played for that object.

The mock court—there is always a mock court—was held in the center box, and judges were Jos. P. Griffin and James P. Malloy. The bailiffs who haled offenders before the court were Harry Avery, Harvey Williams, Ed Heeman and Joe Jackson. The maximum fine was \$10 and minimum \$1, depending upon the atrocity of the crime and hardened appearance of the criminal. Tom Hunter, one of the former large seed dealers on the Board and now chief bailiff of the Chicago Municipal Court, was fined for forsaking the Board of Trade for politics, Dan Campbell, postmaster of Chicago, was fined for being found in bad company, L. J. Ennis, better known as "Henry Irving," was fined for having been heard to ask the closing price of wheat, and Tom Murray received a fine for passing counterfeit money.

The Chicago team was made up of H. K. Florentine, with Finley, Barrell & Co.; J. M. McClean, grain broker; Albert Kramp, Finley, Barrell & Co.; Arthur Howe, with Updike Commission Co.; Gus Schults, with Ware & Leland, E. H. Bagley, grain broker; Joe Murphy, with Alex Lowetz; Richard Henry, with A. J. White & Co.; substitutes, James Henderson, with E. W. Wagner, John Brennan, of Brennan & Carden; John E. Linn, with North America Provision Co.; Al Smith, trainer.

For Minneapolis Chamber of Commerce the players were: A. F. Owen, with Cargill Elevator Co.; J. J. Quinn, secretary Tri-State Grain Dealers' Association; F. B. Baupre, grain broker; Henry Beutner, with Marfield, Tearse & Noyes Ralph E. Bagley, of Bagley Elevator Co.; Geo. C. Beckwith, grain broker; Lou Walling, with E. L. Welsh & Co.; Edgar Hansen, with Piper, Johnson & Case; Mike Berger, with E. L. Welsh & Co.; R. G. Johnson, grain broker.

The local officers of the Board of Trade Baseball Association are: Joseph P. Griffin, president; Harry C. Avery, secretary; J. C. McClean, captain.

The official committee is as follows: E. J. Heeman, W. H. Lake, Geo. E. Marcy, Frank M. Bunch, H. C. Avery, E. A. Nichols, Ed. P. McKenna, Harvey S. Williams, Chas. Sullivan, A. J. White, Chas. Roberts, J. J. O'Leary, J. Fitzsimmons, J. A. Bunnell, S. O. Adams, D. H. Harris, Arthur G. Delaney, Harry J. Patten, S. H. Greeley, Fred S. Lewis, T. W. Browning, P. J. Maloney, Jos. P. Griffin, Ed. H. Bagley, John J. Donahue, Ban Bryan, E. S. Hunter, J. P. Malloy, Henry Moore, Walter Fitch, Howard B. Jackson, Jos. F. Jackson, C. F. Hansen, Jas. M. McClean, Ed. James, E. F. Rosenbaum, H. A. Goddard, W. H. Noyes, R. Pringle, Frank Clifton.

As a result of the game the various children's charities of Chicago, numbering about fourteen, were presented with about \$10,000.



CROP REPORTS

Reports from Giles County, Tenn., say that the wheat is yielding but 6 to 8 bushels to the acre.

The wheat crop of Delaware is reported to be about one-half of the usual yield, while in Maryland it is about one-third.

The representative of a Chicago commission house says that oats in Iowa are not in good condition. The stand is thin and rusty and the yield is estimated at 20 to 23 bushels. The report of the Illinois Central railroad says that corn is improving.

According to the report of the Kansas Board of Agriculture, issued by Secretary Coburn on June 24, the condition of winter wheat was 72.93, a decline of over 18 points since April 16. Too much water, rust and Hessian fly are responsible. The condition of corn is 74.86.

The Missouri report, issued on July 6, says that corn has been injured by excessive rains and low temperature during June. The crop on well-drained lands promises a good yield, but from 50 to 75 per cent of the corn on bottom land is entirely destroyed. The wheat crop is estimated at 23,000,000 bushels, as compared with 30,000,000 bushels last year. Oats were seriously damaged by rust. The condition is 70 per cent. The lowest is in the northwest section, 62 per cent; the highest is 77 per cent, in the northeast section.

Michigan makes the first official guess on the probable wheat yield per acre. It makes the present prospect for 16 bushels per acre, against 14 last year, when the crop turned out 10,500,000 bushels. Quality this season promises to be excellent. Rye yield 15 bushels per acre. Corn condition is 85, against 84 last month and 75 year ago, when it improved to 78 last September and the crop turned out 57,000,000 bushels, the largest they ever raised. Acreage sown this year was a trifle short. Beans condition 91.—C. A. King & Co., Toledo.

The Illinois state report says that the condition of corn is but 75 per cent of a seasonable average; the condition in northern Illinois is 82 per cent; central Illinois, 71 per cent, and southern Illinois, 74 per cent. A decrease of 10 per cent in the area devoted to corn, as compared with 1907, is reported. The condition of winter wheat is 88 and of spring wheat 94. Oats condition for the state is 75. Oats harvesting began in the extreme southern part of the state early in the month. The general average of that section is poor, though better than last year.

The Ohio July report estimates a yield of 86 per cent of a full average crop from 1,836,859 acres of wheat. Oats show a decline in prospect of 12 per cent during the past month, being now estimated at 77 per cent, compared with an average. The correspondents generally note that the decline is due to drouth. The estimated area planted to corn is 97 per cent, compared with 1907 area, or 2,859,354 acres. Its growing condition is quite satisfactory, being reported at 87 per cent, compared with an average. Corn generally is small, as the planting was late, and its growth is not uniform, due to irregularity in time of planting. The crop has suffered from drouth during the past month. The damage reported by cut and grub worms is small.

The Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture finds, from reports of correspondents and agents of the bureau, as follows: The preliminary estimate of the acreage planted in corn is 100,996,000 acres, an increase of 1,065,000 acres, or 1.1 per cent, as compared with the final estimate of the acreage planted last year. The average condition of the corn crop on July 1 was 82.8 per cent of a normal, as compared with 80.2 on July 1, 1907; 87.5 on July 1, 1906; 85.6 the ten-year average on July 1.

Comparisons for important corn states follow:

CORN.					
Acreage, 1908.		Condition, July 1.			
States.	Per Cent of 1907.	Acre.	1908.	1907.	10-Yr. Av.
Illinois .....	98	9,331,000	80	82	87
Iowa .....	99	9,068,000	83	78	88
Missouri .....	97	7,542,000	74	82	85
Nebraska .....	102	7,621,000	84	80	86
Texas .....	106	7,854,000	83	78	78
Kansas .....	99	6,950,000	78	84	85
Indiana .....	97	4,549,000	83	78	86
Oklahoma .....	106	4,929,000	74	86	90
Georgia .....	102	4,515,000	88	89	85
Ohio .....	100	3,400,000	87	75	83
Kentucky .....	102	3,366,000	83	81	88
Tennessee .....	100	3,014,000	87	80	87
Alabama .....	103	3,050,000	86	80	85
North Carolina .....	102	2,787,000	92	83	89
Arkansas .....	103	2,601,000	81	79	85
Mississippi .....	106	2,650,000	86	75	83
South Dakota .....	105	1,942,000	84	77	86

United States. 101.1 100,996,000 82.8 80.2 85.6

The average condition of spring wheat on July 1 was 89.4 per cent of a normal, as compared with 95.0 last month; 87.2 on July 1, 1907; 91.4 on July 1, 1906, and 87.6 the ten-year average on July 1.

Washington .....	5.7	65	93	95	94
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United States.... 100.0 89.4 95.0 87.2 87.6  
The average condition of winter wheat at time of harvest was 80.6, as compared with 86.0 on June 1; 78.3 at harvest, 1907; 85.6 in 1906, and 80.2, the average at time of harvest for the past ten years.

Comparisons for important winter wheat states follow:

States.	Per Cent of U. S. Acreage in State.	Condition—			
		At Harvest, 1908.	June 1, 1908.	At Harvest, 1907.	Ten-Yr. Av.
Kansas .....	19.4	71	78	60	77
Indiana .....	9.2	88	92	80	74
Illinois .....	7.8	80	88	91	76
Nebraska .....	7.6	81	86	84	86
Missouri .....	7.5	74	84	85	81
Ohio .....	7.0	83	92	80	75
Pennsylvania .....	5.3	92	92	93	86
Oklahoma .....	4.5	78	85	61	80
California .....	3.3	70	65	77	76
Texas .....	3.1	79	84	50	73
Michigan .....	2.9	92	91	75	71

United States.... 100.0 80.6 86.0 78.3 80.2

The average condition on July 1 of spring and winter wheat combined was 83.9, as compared with 89.4 last month; 81.6 on July 1, 1907; 87.8 on July 1, 1906, and 82.9 the ten-year average.

The amount of wheat remaining on farms on July 1 is estimated at 5.3 per cent of last year's crop, equivalent to 33,797,000 bushels, as compared with 54,853,000 on July 1, 1907, and 42,012,000, the average for the past ten years of the amount on farms on July 1.

The average condition of the oats crop on July 1 was 85.7 as compared with 92.9 last month, 81.0 on July 1, 1907; 84.0 on July 1, 1906; 92.1 on July 1, 1905, and 87.5 the ten-year average on July 1.

Comparisons for important oats states follow:

States.	Per Cent of U. S. Acreage in State.	Condition—			
		July 1, 1908.	June 1, 1908.	July 1, 1907.	10-Year Av.
Iowa .....	14.4	89	97	88	92
Illinois .....	12.6	75	89	80	86
Minnesota .....	8.5	91	96	88	89
Nebraska .....	8.1	87	91	86	89
Wisconsin .....	7.4	95	97	90	92
Indiana .....	5.3	70	89	74	86
Ohio .....	4.9	82	92	79	88
Michigan .....	4.5	84	90	75	90
North Dakota .....	4.4	94	98	89	86
South Dakota .....	4.3	95	97	91	90
New York .....	3.8	90	94	86	91
Pennsylvania .....	3.2	88	95	86	89
Kansas .....	3.1	80	85	40	76

United States.... 100.0 85.7 92.9 81.0 87.5

The average condition of barley on July 1 was 86.2 per cent of a normal, as compared with 89.7 last month. 84.4 on July 1, 1907; 92.5 on July 1, 1906, and 88.3 the ten-year average on July 1.

The average condition of rye on July 1 was 91.2 per cent of a normal, as compared with 91.3 last month; 89.7 on July 1, 1907; 91.3 on July 1, 1906, and 90.1 the ten-year average on July 1.

The acreage of flax is estimated as 2,657,000 acres; that is, 7.2 per cent, or 207,000 acres, less than last year. The condition of the crop on July 1 was 92.5 per cent of a normal, as compared with 9.12 on July 1, 1907; 93.2 on July 1, 1906, and 90, the average on July 1 for five years.

The average condition of the hay crop on July 1 was 92.6 per cent of a normal, as compared with 96.8 last month and approximately 82 on July 1, 1907. The condition of timothy on July 1 was 90.2 per cent, as compared with 82.2 on July 1, 1907, and 86, the ten-year average on July 1; clover, 95.5 on July 1, as compared with 76.4 on July 1, 1907, and 84, the ten-year average on July 1.

THE INTERNATIONAL INSTITUTE OF AGRICULTURE.

The inaugural ceremony of the International Institute of Agriculture at Rome took place in the presence of his Majesty, the King of Italy, who attended in state, and on May 24 formally opened the new building erected for the use of the permanent delegates. The Italian government was represented by seven ministers and the chief officers of state, while some thirty foreign delegates attended on behalf of the various countries which have promised their co-operation.

Speeches were made by Signor Tittoni, the foreign minister, who welcomed the foreign delegates, by M. Vasconcellos, the Portuguese minister, in reply, and by Senator Faiua, who explained the history and aims of the Institute. The foreign delegates were afterward entertained at a dinner by the King in the Quirinal.

The new building is situated within the gardens of the Villa Borghese, on rising ground immediately upon the left of the main entrance, says the Times, London. The architect, Signor Passerini,

congratulated on having devised an edifice as worthy of its beautiful surroundings; also being wisely spared, as far as possible, the trees which once crowned the height and most conceal the new palace from view. The palace, which is the gift of the King of Italy, of considerable size, and contains meeting rooms, reception rooms and private rooms for the delegates resident in Rome. All the fittings are of the most complete, even luxurious, character, and no money has been spared to ensure comfort as well as convenience. Besides the palace itself, King Victor Emmanuel has generously endowed the Institute with an income of \$60,000 a year, which, added to the contributions of those countries which have joined in the scheme, will make a total of about \$200,000 a year to defray its expenses.

The international character of the Institute is already complete; every nation has given its adhesion, and, with few exceptions, has appointed its delegates. There is no need to explain again the aims of the Institute, which have already been fully set out in these columns. It owes its existence, first, to the imagination of an American, Mr. Lubin; and, secondly, to the initiative of the King of Italy, who brought his influence to bear in order to realize it. Three years have not yet elapsed since the conference assembled in Rome, June, 1905, at the King's invitation, and already the Institute has taken an actual and material shape. The rapidity of its first growth is a good augury for its future success.

FAILURE OF ANTI-OPTION LAWS.

In a recent article in Leslie's Weekly, Mr. B. Bryan of Chicago, on the sixtieth anniversary of the Chicago Board of Trade, among other things says:

"That the spasmodic wave of ill-founded anti-option legislation had its rise and fall inside of ninety days was due to a few very apparent and important facts:

"First, that the public east of the Alleghany Mountains knew that speculation on the high grain and cotton exchanges had no more to do with the panic of last fall than it had to do with the changes of the moon.

"Second, that Germany of late years furnished the world with a colossal failure in attempting to prohibit the natural operation of open markets—an experiment which cost agriculturists of that country enormous sums before the bourses could be reopened in response to enormous petitions of the farmers themselves.

"Third, that cotton raisers were at the very time suffering millions of dollars' losses from depression in cotton prices caused by misguided legislation in many southern states against speculation or making of future contracts on exchanges.

"Fourth, that it was easy of demonstration that open-world markets for grain alone stand between producers and trust-made, ruination prices, and that the speculator carries the load and takes the risks after the crops leave the hands of grain raisers.

"Fifth, that it was made clear to lawmakers and the public that no responsibility can rest on an institution like the Chicago Board of Trade, because, in filling its field in the world of trade, it is beset with abuses, chiefly in the shape of hocket-shop systems, which prey on the public—parasites which the officials and members of the exchange have expended many thousands of dollars yearly to exterminate."

ARGENTINE GRAIN ELEVATORS.

The erection of grain elevators at the stations of the various railways crossing the cereal zones of the Republic is now receiving the attention of the Comision de Fomento Agricola. At a recent meeting the chairman informed the committee that he was engaged in the study of a scheme for the formation of a company for such purpose and proposed shortly to place the matter before the railway companies concerned. He was confident that the advent of grain elevators would relieve the Argentine cereals of an annual charge of something over eleven million paper dollars. The project includes the erection of spacious storehouses at the Port of Buenos Aires. The Ministers for Agriculture and Public Works, who were present at the meeting, promised the hearty co-operation of the Government to any workable scheme that may be brought forward. Apparently, there is no prospect of private effort to erect grain elevators being successful, and it now remains to be seen whether, under official patronage, it will be possible to secure what has hitherto failed to materialize beyond the very preliminary stages. The Comision de Fomento have under consideration a project bearing on grain warrants and depots which the Minister for Agriculture cordially supports.—River Plate Record.



## HAY AND STRAW

Whitewater, Kan., has a new alfalfa mill.

The alfalfa mill at Hobart, Okla., opened on June 23. It employs 30 persons.

An alfalfa mill is being talked of as a much needed industry at Beloit, Kan.

It has been estimated that the hay crop of southern California will be normal this year.

The Commercial Club of Haven, Kan., is endeavoring to secure an alfalfa mill for that town.

The H-C Grain Co. will erect an alfalfa meal mill at Burrton, Kan., as soon as a desirable site is secured.

The Minneapolis, Kan., alfalfa mill was started up June 22. At the trial run a ton of meal an hour was the output.

The citizens and farmers of Independence, Kan., are much interested in the agitation of an alfalfa mill for that town.

Work on the big alfalfa mill at Fowler, Kan., is progressing nicely. This will be the biggest mill of its kind in the state.

Red Bluff, Cal., is soon to have an alfalfa mill—a new industry for that section. The E. Clemens Horst Co. will erect the plant.

H. J. Hackney will soon start the erection of a large alfalfa mill in connection with his recently-purchased flour mill at Jefferson, Okla.

It is predicted that the Montana hay crop will break all records this year. Plentiful rains have assured an immense crop of hay of all kinds.

Joseph H. Koerner, hay and feed dealer, No. 94 Market Slip, New York City, has filed a petition in bankruptcy with liabilities \$2,350 and nominal assets \$309.

An investment of \$10,000 is being made by Messrs. Flickinger and Worl of Kingfisher, Okla., in an alfalfa mill. The machinery was ordered a month ago.

The fifteenth annual convention of the National Hay Association will be held at Cedar Point, Ohio, July 28, 29 and 30. Cedar Point is located near Sandusky, on Lake Erie.

F. E. Lighton's hay warehouse at Jackson, Mich., together with 500 tons of baled hay were destroyed by fire during the last week in June. The loss was \$10,000, partly covered by insurance.

At the beginning of July the indications were for the biggest hay crop in northern Wisconsin in years. Many thousands of tons of the finest hay will be gathered and stacked this season.

Ewart Bros.' Co. has been incorporated at Chicago, Ill., with a capital stock of \$2,000. It will deal in hay, grain, feed, coal and wood. The incorporators are G. W. Ewart, A. G. Dicus and A. D. Gash.

At Las Vegas, N. M., has been incorporated the Alfalfa Milling Co., having a capital stock of \$25,000. F. C. N. Graydon of Las Vegas, Charles R. Baker and F. Nohr, both of Chicago, are the incorporators.

J. W. Fernald, J. G. Walters and H. L. Randall have been appointed delegates, by the Chicago Board of Trade, to the convention of the National Hay Association, to be held at Cedar Point, Ohio, this month.

Ehrlich Bros. are operating their new alfalfa meal mill at Marion, Kan. The mill was put up at a cost of about \$10,000. Five hands were employed at the start, and the number will be increased as found necessary.

Receipts of all kinds of timothy hay at Pittsburg continue very light, with the best grades in demand and prices advancing. The market looks very good for this grade of hay. The lower grades are not in demand, says the Reporter.

H. D. Underwood of Salina, Kan., has organized a company for the erection of an alfalfa mill at that point, and hopes to have the mill ready to open by August. A site has been located and plans drawn up. The capacity is to be 30 tons a day.

From Colorado it is learned that seven alfalfa meal mills are being erected in that state, while western Nebraska is to have two mills, one of them a branch of an Omaha mill. Indications are that Omaha will have half a dozen alfalfa meal mills in two years, turning out daily almost 2,000 tons of alfalfa meal.

With the promise of bountiful crops of hay in Canada, the United States and Great Britain, and with much larger supplies of old hay in the hands of Quebec and Ontario farmers than was thought possible a short time since, the outlook is not very bright for higher prices, whilst on the other hand it would not be at all surprising to see even lower prices than those at present ruling, before the old stocks of 1907 are worked off. Quite a lot of hay has been shipped to this market to be disposed

of on commission; but as there was no market for it here owing to its poor quality, it had to be shipped to the English market, where according to late advices prices were declining.—Montreal Trade Bulletin.

Deputy Secretary of Agriculture Martin, of Pennsylvania, said, in speaking of the crop outlook of that state, "Pennsylvania's hay crop will be a record-breaker for a decade. From every county there come reports showing that the farmers have large fields in grass and that there has been wonderful growth."

The Kansas Pure Alfalfa Milling Co. will build a three-story frame structure, covered with corrugated iron, at Wichita, Kan. The main building will be 100x50 feet, and will cost \$4,000. Three carloads of the pure meal per day will be the output of the mill. P. S. Mullan is president and C. B. Wells secretary of the company.

J. H. Seright, of the Seright Broom Corn Co., and other Hutchinson (Kan.) business men will soon begin the operation of an alfalfa meal mill in that city, to have an output of about 20 tons per day. The plant will employ about a dozen men at the start. It will be located in the warehouse of the National Warehouse Co., of which Mr. Seright is president, a three-story brick building 75x150 feet.

Charles P. Wolverton of Trenton, N. J., who announced that he would locate an alfalfa mill in Omaha, Neb., has bought the buildings of the Underfeed Furnace Co. in East Omaha, and will begin manufacturing alfalfa meal September 1. He has leased a site 132x200 feet, will remodel the old buildings and erect two new ones, one 62x100 feet, and the other 54x55. Machinery to the value of \$15,000 will be installed at once. The capacity will be 200 tons a week. A company will be incorporated, capitalized at \$50,000.

Considering the great importance of the hay trade of Canada, it would be a great advantage to the trade generally if a national association were formed comprising the dealers and exporters of the whole Dominion, says the Montreal Trade Bulletin. The association formed here some time since was, it seems, of too local a character to carry out the idea and intentions for which it was formed. An association which would take in the whole Dominion would have a much greater power and influence in dealing with the more questions of the hour as they arise. For instance, there is an important question to be dealt with in regard to the extra charge of \$2.50 per carload on hay exported from this port, that has never been imposed before by the Harbor Commissioners, who, it is understood, are using the most strenuous endeavors to make this a free port.

### HAY TRADE OF THE FUTURE.

Fred Williams of W. D. Powers & Co., New York City, after an extended trip through western New York, says that the crop of timothy hay this season will be small, but that of clover and clover mixed very large. The country is full of old hay, he adds, and as the business depression has thrown thousands of horses out of use, the consumption has fallen, some think, as much as 75 per cent.

"There is no doubt in my mind," said Mr. Williams to the Produce News, "but that the hay crop in this country has seen its maximum consumption, and from now on each year it will gradually be less. It means a decrease in acreage, growing a better quality and more attention given to gathering and putting it in proper condition for market. I believe that the majority of you will agree with me that 25 per cent of the hay baled and shipped every year should be left on the farm for fertilizing. I believe if buyers would at once stop buying and shipping trashy hay, it would have its effect. As a rule, going over the New York, Brooklyn and Jersey markets, you will find any amount of poor trash, such as no grade timothy, poor clover mixed and clover. Also a large amount of damaged, unsound and rotten hay. A shipper getting a car of this on hand generally makes up his mind he will get something out of it, so loads it up and sends it along, losing sight of the fact that hundreds of shippers are doing the same thing. If this trash was disposed of in the country, the shipper would be the gainer in the end, as it always comes in direct competition with your good hay."

"Considering its great magnitude, there is not another business in this country conducted as loosely as the hay buying and shipping business. The majority of losses in the handling of this product are chargeable to bad business methods. A buyer will look over a mow of hay and rely on the integrity of the farmer as to what it contains. He will send along the press, and the presser, instead of finding a nice mow of timothy, finds two or three grades. The hay is pressed and piled up in a heap. The farmer draws to the car the same way. The car is loaded and sent to market. The shipper receives his

sale and meets with a loss. Who is to blame, the shipper or the commission merchant? Send your press to the farmer and press the hay. When this is done, make your price on it. Have it properly sorted before delivering to the car. Leave behind any damaged or undesirable hay. Send your good hay to market. If the result of the sale is not satisfactory, under normal conditions, it is then up to the receiver."

### PARA GRASS.

In a recent issue the Crowley Rice Journal and Southern Farmer speaks favorably of Para grass, which was introduced from South America years ago and is now coming in central Florida and is also coming into favor in southern Texas. It speaks of it as the alfalfa of the coast country and says that it is particularly desirable for lands that are liable to overflow, as it is not killed by being submerged for a month or more at a time. It is said that it will thrive well on the margins of ponds and on ditch banks, often reaching out to where the water is three or four feet deep. It can be readily set out by dividing up the grass, which will germinate from the joints, the same as Bermuda grass. It is said to be sweet, tender and nutritious and may be cut in Florida twice a year and yield from 12 to 30 tons per acre.

Some of the points made are very attractive; but the first inquiry that would suggest itself to those who have been "stung" would be whether or not the grass could be extirpated should it cease to be desirable. The ordinary Johnson grass came into the South under similar recommendations as being a valuable forage grass, which it is where it produces large crops, which it does, and growing throughout large geographical areas, which also it does. On the other hand, wherever other cultures are to be carried on it has been found that Johnson grass is a pest and efforts are now making to suppress it everywhere in countries where hoed crops are produced. In the grazing countries to the far West, reaching to within the limits of the arid areas, Johnson grass may have some friends, but as a rule now all cultivators of the soil have been taught to fear it and to oppose its introduction anywhere. On the other hand, the U. S. government has found in Texas that Johnson grass can be extirpated with reasonable ease but by methods demanding vigilance, which, perhaps, the average Southern farmer doesn't want to display. If Johnson grass be not allowed to go to seed the roots will die out and will not perpetuate the plant.

If the Para grass could be readily extirpated its adaptation to wet situations and the immense quantity of forage it is reported to produce would make it very worthy of investigation. The name of the grass would indicate that its origin was in the Brazilian state of Para on the Amazon, and it is possible that down in those equatorial regions there has been developed during the eons of time a grass adapted to southern latitudes and to the torrential rains so prevalent there. Whether it is adapted to our semi-tropical climate is another question and one that should be carefully studied before entering the culture heavily.

### BREWERS' GRAINS FOR MILCH COWS.

Dr. Darlington states that brewer's and distiller's refuse and "fermentable food" should be discarded. This dictum is based on the improper use of good materials. Kiln-dried brewer's or distiller's grains are in no way harmful and are admirably and relatively cheap milk-making concentrators and should not be discriminated against because when immoderately fed in a wet condition they have proved harmful. Silage is a "fermented product." So is bread. As well warn a mother who is suckling her baby not to eat a slice of bread as to say that silage from mature corn, fed in moderate quantities, should be debarred. Some housewives make sour bread, some farmers make sour silage. Instead of condemning in a wholesale way the most economical milk-making roughage the New England farmer has, because sometimes when ill made and ignorantly used it is thought to have caused damage, stress should rather be laid on its proper making and proper usage. I seriously doubt whether mature silage moderately fed ever damages a pound of milk for any normal purpose. And I candidly believe that many a physician's statement that "the silage milk upsets the baby's stomach" is based on fancy rather than fact. No doubt the milk was at fault, but that it was at fault because silage was fed is doubtful, provided the silage was made from mature corn and was intelligently fed to healthy cows.—Prof. J. L. Hills, in Bulletin 3, Vol. VII, March 1, 1908, Vermont State Board of Health.

Kansas advertises that it has all the harvest hands it needs, the 20,000 men asked for having put in their appearance.



## PERSONAL

John Henderson is the new manager of the farmers' elevator at Maza, N. D.

The Homestead Elevator at Callaway, Minn., is in the charge of Heming Londeen.

W. J. Baird now has charge of the elevator of the Jones Elevator Co. at St. Charles, Mo.

George Sullivan has been appointed manager of the new Atlantic Elevator at Fullerton, N. D.

J. Sheehan, formerly elevator agent at Olivia, Minn., has been appointed in like capacity at Graceville, Minn.

V. G. Allen of St. Johns, Wash., has taken charge of the Interior Warehouse Co.'s grain business at Kahlotus, Wash.

A. L. Jones will again engage in the grain and live stock business at Whalan, Minn., after a long sojourn in Florida.

J. T. Holmes of Astoria, Ill., has removed to Lewistown, that state, where he now has charge of the Bader & Co. Elevator.

E. J. Matteson, formerly of Henderson, Minn., now has charge of the Plymouth Elevator Co.'s cleaning house at St. Peter, Minn.

Lewis A. Larson of Benson, Minn., will have charge of the Northwestern Co.'s elevator at Clontarf, that state, beginning August 1.

Helmer Bentley has been engaged as manager by the Monarch Elevator Co. at Twin Valley, Minn., and begins his new duties August 1.

Frank W. Blackum, for nine years with the Western Elevator Co. at Comfrey, Minn., has resigned to take a position at Edgeley, N. D.

Frank Wilson of Watson, Mo., has accepted a position as manager of an elevator at Farnum, Neb., to which place he will move his family.

O. Harlen of Kidder, S. D., is now manager of the St. Anthony Elevator at Mohall, N. D., in place of Mr. Gunderson, who resigned recently.

J. H. Swallow, who has had charge of the T. B. Hord Elevator at Overton, Neb., has been transferred to Wahoo, Neb., and Peter Sharp has charge at Overton.

L. H. Schmidt, grain buyer for several years for the Northwestern Elevator Co. at Vienna and Willow Lake, S. D., has been employed for the coming year as buyer.

Smith Thompson of Mackinaw, Ill., met with a serious accident at the Hoffman Elevator on June 25. In jumping from a beam in the basement to the floor he ran a large nail through his foot.

Jacob Strabble has removed with his family from Lowry, S. D., to Hoven, that state, where he has charge of the Hawkeye Elevator in place of E. A. Ehrle, who has resigned and returned to Corona, S. D.

James Walsh, engaged in the grain business at Piper City, Ill., and Miss Anna Cannon were married in Chicago, June 25. They went to Europe on their wedding trip, and will return about September 1.

Will Claussen, grain buyer at the new elevator at Dysart, Iowa, has rented an elevator at Wall Lake, same state, and removed to that point. C. E. Holcomb, owner of the Dysart elevator, will operate it himself.

Walter L. Judd and Miss Irene Guppy were married on June 27, at Oak Park, Ill. Mr. Judd has been in the grain and feed business at Aurora, Ill., for a number of years, having an elevator and office there.

T. M. Young, for 12 years with the Twist Bros. Elevator at Pawnee, Ill., and for several years local manager, has been appointed to oversee the numerous elevators operated by the company in central Illinois.

A. L. Doeg, manager of the Truman (Minn.) Farmers' Elevator for several years, has been appointed traveling representative of the McIntyre-Frerich Elevator Co. and will superintend this company's line of elevators in Minnesota and South Dakota. Mr. and Mrs. Doeg have removed to Minneapolis.

A. E. Schuyler, assistant weighmaster of the Chicago Board of Trade, is expected back in Chicago about the twentieth of the month from an extended trip through the West. He visited Portland, Ore., Seattle, Wash., and was in Denver, Colo., during the convention week, in which he helped nominate Mr. Bryan.

Balfour, Guthrie & Co. have secured a warehouse site on the Northern Pacific right of way between the Vollmer-Clearwater and the Kettenbach houses at Vollmer, Idaho. The Interior Warehouse Co., which is the operating firm for the coast buyers, will build a warehouse 60 by 300 feet, of permanent construction, on stone foundation. This is the

first house to be built by the Interior Warehouse Co., and is believed to set at rest the rumors that the new company desires to control the houses owned by the Vollmer-Clearwater Co.

The new freight schedule in Oklahoma has been agreed upon by the Attorney-General and representatives of the railroads. It will go into effect in September. Under it rates on grain are to be lowered until they will be below those in any other state in the Union. Grain shippers have been promised a 20-cent rate on wheat products from Oklahoma points to Memphis and Little Rock. Grain rates from northern Oklahoma to Kansas City are to be reduced, so as to place them on an equality with those to Galveston.

### TERMINAL WAREHOUSING.

At all great terminal grain markets in this country, and in most others, are large grain warehouses, where grain is stored for later distribution. The grain, as it comes into the market, is bought and stored in these houses and from them shipped to various places affording the more urgent demand. Demand may not exist at the time, but the conditions may indicate to the holder of the property that demand will, sooner or later, arise that will afford a satisfactory outlet. So the grain is held to await the place and time that will justify its shipment. While grain is held in warehouse expenses are continually going on. There are interest, fire and tornado insurance, storage and handling charges, etc., to be taken care of, besides no inconsiderable expense for information attending the finding of a suitable place and time to justify shipment.

To take proper care of this situation calls for experience, accurate judgment, watchfulness and executive ability of a high order to secure good results. Then comes in the question of future prices, the most uncertain of all. Harvesting is going on somewhere in the world in every month. Each month's harvest has its effect on values and each month's crop condition in this country or elsewhere disturbs prices. Hedging contracts, or purchase and sale contracts for a future delivery, are the only means yet discovered for performing this service. Yet, valuable as this service is in lowering the cost of carrying the property from producer to consumer, thus increasing the price to growers of the grain and decreasing cost of bread to the consumer, agitators arise who would make it a penal offence to use it.

Most of the sales and resales on modern exchanges are made to secure the benefits described. It is simply a form of insurance required by any well regulated bank before loaning money to finance a wheat milling, warehousing or forwarding industry. All these industries are the bridges the grain has to cross to reach its destination, and to add to their expenses with benefit to none would be a public burden and a nuisance to be abated in the end.

That markets for future delivery have developed in late years to meet the conditions of the world is a matter of economic history. Some parts of the world have a surplus of grain to sell, other parts have to buy. To distribute a surplus is the part this country has to perform. To perform this function safely and economically has been a work of experience and study that should not be set aside until a more economical and efficient substitute may be provided.—Market Record, Minneapolis.

### NATAL'S CORN CROP.

Consul Edwin S. Cunningham of Durban advises the Department of Commerce and Labor that, according to a local newspaper, the forecast issued by the Department of Agriculture of Natal promises well for a record maize (corn) crop this year. He adds:

"The success that attended the exportation of maize from this colony last year has induced the planting of larger areas, and it is believed that the amount available for export in 1908 will be considerably in advance of that shipped in 1907. The statistics for 1907 have not yet been published, but the yield of 1,242,612 muids (muid=200 pounds, or 3.57 bushels) in 1906 serves as a guide to the colony's capabilities. Of this amount 568,041 muids were grown by Europeans, 84,571 by Indians and 590,000 by natives.

"According to the forecast for the current year the amount that will probably be produced by European farmers in Natal (including Zululand and new territories) will be about 929,000 muids. The forecast does not deal with the crops grown by Indians and natives, but it seems probable that these classes of farmers will participate in the advancing production."

The automobile harvester appeared in Missouri wheat fields this season, near Hannibal.

See Next Page

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# 1st

For a given size has **FIVE TIMES** more grain exposed to the air currents than in any Drier.

## The Ellis Grain Drier



## IN THE COURTS

Judge Wiest at Owosso, Mich., has granted C. H. Barrett a permanent injunction restraining H. N. Ainsworth from engaging in the elevator business or in the handling of hay, beans, flour or wool for twenty years in that vicinity.

E. E. Adair and J. M. Lahart, two members of the corporation known as the Gribbin Adair Grain Co., have brought an action in the District Court at Minneapolis against Thomas Gribbin, in which they ask for an accounting and a settlement of the affairs of the company.

An action in involuntary bankruptcy was filed at Wichita, on June 16, by P. D. Gardiner of Lexington, Mo., against Reynolds & Wells, grain and hay dealers; claim, \$523.84. The petitioner alleges Reynolds & Wells last February illegally transferred the stock, fixtures and merchandise of the firm to J. R. Detweiler, to the injury of creditors, of whom he says there are twelve others.

W. O. Kay, doing business at Salt Lake City as the Utah Grain and Elevator Co., has been sued by the Irrigated Lands Co. to recover damages in the sum of \$1,470. Plaintiff alleges that purchase was made from defendant of 70,650 pounds of oats in April, 1908, to be delivered at Akin, Utah, at \$1.90 per 100 pounds. The oats were purchased by sample and when the delivery was made it is alleged the oats were unfit for seed, for which purpose they were bought.

The Texas Third Court of Civil Appeals has affirmed the case of the Werkheiser-Polk Mill Co. against H. H. Langford et al., an appeal from McLennan County, sustaining a judgment for alleged wrongful conversion of two carload shipments of oats. The oats were shipped by Langford over the M., K. & T. R. R. to be delivered to shipper's order. The Werkheiser-Polk Co. secured the oats from the railroad without paying therefor and refused to pay for same, alleging \$110 due for defective oats delivered in the past. Langford sued the Werkheiser-Polk Co. and the Railroad Co. for \$1,000 actual and \$1,000 exemplary damages. He was awarded \$868 actual damages and \$250 exemplary damages against the Werkheiser-Polk Co. alone, the railroad being given judgment as against exemplary damages.

The Court of Errors and Appeals of New Jersey has sustained the verdict of the Supreme Court in the suit of Frank A. Champlain, trading as F. A. Champlain & Co., against Andrew S. Church, of Middlesex County, N. J. In 1905 Church purchased a carload of grain from Champlain and signed a contract stipulating that the Western certificate of weight and grade be accepted as final. When the car of corn reached South River, Church's home, it was heated and spoiled, and he refused to pay \$1,600, the contract price of the corn. Champlain brought suit and the case was tried in the Essex County Circuit of the Supreme Court about two years ago, a verdict being rendered for the full amount of the bill, with interest and costs. The case was then taken to the Court of Errors and Appeals.

The action of North Star Grain & Lumber Co. against the Santa Fe R. R. Co. at Topeka begun under the reciprocal demurrage law of Kansas, on an allegation of failure to furnish cars on demand, for which the law provides \$1 per day damages, was put on trial on June 23, but after one day's work continued until September. The declaration in the case contains over 100 counts. The testimony of C. A. Smith, manager of the grain company, who was on the stand during the day, was to the effect that during the fall of 1905 over 100 orders for cars, placed by his company for its grain stations at Princeton, Welder, Hall, Summit, Sharp, Waverly, LeLoup, Wellsville, and other places along the Santa Fe, were delayed in the filling for periods of from two weeks to two months beyond the time limit fixed by law. The damage to the grain company and the fines for violation of the law amount to about \$7,500. The railroad company attorneys are resorting to every legal technicality of the law in fighting the case. Several weeks prior to June 22 an attempt was made to try the case before a jury, but the law points were so numerous and complex that it was agreed by consent to have the court try the case, and as this is an important test case between shipper and railroad, its judgment will be awaited with interest.

### [For the "American Elevator and Grain Trade."] ILLINOIS LAW OF PUBLIC ELEVATORS.

BY J. L. ROSENBERGER,  
Member of the Chicago Bar.

The following is a brief of the recent decision of the Illinois Supreme Court in the case of the People vs. the Illinois Central Railroad Co. which involves the right of railroad companies to own and operate public warehouses (vide 84 North-eastern Reporter, 368):

This was an information in the nature of a bill in equity filed by the State's Attorney of Cook County, on the relation of the Chicago Board of Trade, to enjoin the Illinois Central Railroad Co., the Central Elevator Co., and certain individuals who had the control and management of certain public grain elevators, from discontinuing the operation of such grain elevators as public warehouses of Class A.

The question over which the most serious contention existed was whether the Railroad Company had the power under its charter to maintain and operate, or cause to be operated, the elevators in question as public warehouses of Class A. If the prayer for a perpetual injunction was granted, the duty of the Railroad Company to maintain these elevators as public warehouses would thereby be legally established. If the Railroad Company did not possess the power to directly engage in the warehouse business, it would seem to be paradoxical to compel it to contract with another to carry on such business and hold it responsible for the faithful observance of the decree by such third party. The general rule in regard to the powers of corporations, established by many decisions of this court, is that they may exercise those powers expressly given and such others as are necessary to carry the express powers into effect.

There is nothing in the Illinois statute imposing the duty on a railroad company to furnish public warehouse facilities or to engage in the business of public warehousing and issue receipts to meet the wants or convenience of members of a trading exchange. It may be conceded that, as incidental to their duty to transport grain in bulk, railroad companies may under some circumstances have the power to furnish storage room for grain at important transfer points temporarily, to enable the owner to collect enough for a cargo where the grain is to be reshipped by water, and it is well known that many railroads do maintain grain elevators for such purposes; but such storage contemplates a rotation, so that no one shipper or consignee can monopolize all the storage room and hold the same indefinitely, or until the market seems to justify him in selling his grain. The duty of a railroad company to the public, to transport all the grain that is offered for transportation, forbids the company from adopting a method of business which would permit third parties, over whom the company has no control, to use its storerooms and warehouses indefinitely, to the exclusion of other patrons and the embarrassment of the company in the performance of its duty as a carrier.

The combined capacity of the two elevators in question was 2,500,000 bushels, which was less than 10 per cent of the grain annually transported to Chicago by the Illinois Central Railroad Co. If the appellant's contention was sustained, it would be possible for one buyer of grain to monopolize all the bins in these two elevators. One person might thus become the owner of all the grain in the elevators. The appellants would compel the railroad company, or its lessees in charge of the elevators, to issue such owner warehouse receipts for the grain stored. As long as the owner is willing to pay storage charges to a public warehouse, the court knows of no law limiting the time of storage. Under the possible condition suggested, the ability of the railroad company to serve the public would be dependent upon the will and pleasure of the owner of the grain in the elevators. While this might be a great convenience to persons engaged in trading on the Board of Trade, the court is unable to see how the public generally would be benefited, or the railroad company would thereby be the better able to discharge its duties as a carrier.

The producer and consumer of grain alike require the services of railroad companies to transport grain from the former to the latter, but neither will be benefited by having the grain lodged in a public warehouse at some intermediate point for an indefinite time, in order to allow speculators to use the receipts representing such grain as a trading commodity.

That a railroad company has no power, either express or implied, to own and operate a public warehouse as an incident to public purposes as a public carrier, is, in the court's opinion, supported by sound reason and authority. It was contended that the Railroad Company, having devoted these elevators for a long term of years to use as public warehouses, had thereby become

impressed with a public use, that is, with the right of the public to have that use continued. If this argument were limited to the duty of the Railroad Company to maintain these elevators for the use of shippers and buyers of grain who had for a long term of years enjoyed the right of temporary storage therein, and it were shown that such storage was in furtherance of the usual and ordinary business of transportation of grain, there would be more force in it. But the argument was not so limited. It went to the full length of the right claimed by the prayer of the information.

The fallacy in this contention consisted in a failure to distinguish between the rights of the public and the rights of certain members of the Chicago Board of Trade. The court has already pointed out that the public interest did not seem to demand the permanent storage of grain in regular public warehouses and the issue of warehouse receipts in the manner and for the purposes provided by the rules of the Board of Trade. If all the public warehouses in Chicago of Class A should cease to be regular, that is, cease to comply with the rules of the Board of Trade, by force of which their receipts would not be receivable on contracts for grain sold for future delivery, the court is not prepared to say that any public injury would result. True, it would no doubt affect the business of persons engaged in dealing in grain for future delivery. In no event can it be admitted that the railroad companies of the state owe any duty to the Chicago Board of Trade on the theory that the members of that corporation are the public, in the sense that property once devoted to a use which serves the purposes and convenience of the members of that exchange is thereby impressed with a public use, and cannot for that reason be withdrawn from such use.

### ASSOCIATIONS HANDLING DEALERS' FREIGHT CLAIMS.

The success of certain coal dealers' associations in collecting claims against the railroad companies for their members offers a suggestion to the implement dealers' organizations, says Farm Implement News. The coal associations have found this to be a function for which they are well fitted and have succeeded in collecting many claims which the railroads had either refused to pay to the claimants or were delaying payment on one pretext or another an unreasonable time.

It would be impracticable for any association to undertake to collect all of its members' claims against the railroads, and we know of none that attempts to do that. In the cases to which we refer the associations render no assistance until the members have failed to collect properly filed and just claims within a reasonable time. The dealer is not expected to ask the association's aid until it is apparent that the railroad company has no intention of paying, or has delayed payment beyond all reason. When the situation has reached this stage the association steps in and demands immediate payment in the name of its entire membership.

One association with whose operations we are familiar recently collected a number of claims from three to four years old. These claims had been filed in due form by dealers, but were either contested or ignored by the railroad companies. One case is particularly interesting. The claim involved two lines and each tried to shift the responsibility to the other. After waiting nearly four years the dealer had about given up in despair when he learned that a certain association, to membership in which he was eligible, was collecting desperate claims for its members. He lost no time in joining and referring his claim to the secretary. The latter made demand on the delivering carrier and was told that the papers in the case were in the hands of the other road. The other road, replying to the secretary's letter, said that it had no papers covering the case and had never seen the papers. Realizing that the delivering road had been trying to wear the claimant out the secretary demanded of it immediate payment under penalty of suit backed up by the association. He received a check for the amount of the claim by return mail.

This incident exemplifies the adage that there is strength in numbers. The railroad immediately recognized an association where it would not recognize an individual dealer. If the implement dealers' associations should undertake the same work and prove successful a big increase in membership would result, and with the added strength thus acquired the association would find it easier to overcome trade evils.

The grain interests at Bellingham, Wash., desire to have an order issued whereby a state grain inspector may be appointed with headquarters in Bellingham.

With Kansas reporting four inches of rainfall at several points on July 2, and "wetness" wired from "the belt" generally, it would seem as though the seven-year drought theorists were not taking any tricks at the moment. However, their superstition does not abate; and after the manner of Tim Flaherty they will tell you to "wait, just wait till a while ago."—Pope & Eckhardt Co.



## BARLEY and MALT

On June 28 J. F. Shaeffer of Gridley, Cal., hauled to the local warehouse the first grain of the season, a lot of excellent barley. His harvester was then at work on a barley field on the Howard Bros.' place that was turning out over sixteen sacks to the acre.

The Superior Malting Co. has let the contract for the erection of a malting plant, to cost a quarter of a million dollars, at Hammond, Ind., and will also replace its elevator at that point, recently destroyed by fire, with a \$100,000 structure. The malt house is to be built for the purpose of using a new malting process which has been invented by J. L. Price, who is now connected with the Superior Malting Co., and the process is said to be so much better than any which have yet been devised that it will revolutionize the manufacture of all malt products.

### THE BARLEY SITUATION.

In considering the barley and malt situation of the years 1906, 1907 and 1908, the Government crop report is of importance. For the year of 1907 it was 153,317,000 bushels of barley, from 6,448,000 acres (yield per acre 23.8 bushels), or 25,599,484 bushels less than in 1906, when the figure given in the Government crop report was 178,916,484, from 6,323,757 acres (yield per acre 28.3 bushels). Later on the Government cut this report to 147,192,000, which would give 6,125,000 bushels more for 1907 than 1906. Still later it developed that the Government had overestimated both the number of acres and yield per acre, and it should read about 110,000,000 for 1906, says W. H. Prinz in the "American Brewers' Review."

Most of this barley was feed barley, and when it became known that the malting barley was short, prices advanced greatly, and the maltsters that sold short, which were a good many, lost considerably, but filled their contracts.

The season of 1907 started with low stocks of barley and malt. The Government estimate for 1907 was more conservative, but still far from correct. It reads 153,317,000 bushels. I think about 125,000,000 more correct. It is misleading for the Government to say that the standard, or Winchester, bushel for barley is 48 pounds, as they estimate the crop by measured or struck bushels. As for the last two crops, most of the barley was very light weight. Taking the average weight of this last crop, which is below 40 pounds per bushel, this alone would mean a reduction of 20,000,000 bushels, which would give us about 133,000,000 bushels. As I know of a few more mistakes, which I do not care to mention, I think, as I said before, that about 120,000,000 to 125,000,000 is correct.

But not one-third of this amount is malting barley; much of it was spoiled by the cold and moist weather during harvest, and the greater part was of very light weight and fit only to mix with oats for feed.

In former years the loss in cleaning ran up to 5 per cent. For the year 1907 it runs up to as high as 20 per cent. Taking for granted that we have 45,000,000 bushels of malting barley, at least 6,000,000 to 7,000,000 bushels must be deducted for cleaning. This leaves about 40,000,000 bushels of malting barley. When we consider the amount of barley shipped from the Pacific coast, and the reduced amount of malt used by the distillers on account of the financial panic and strike in Peoria, I think not much more will be used by our maltsters.

Another bad feature is that the barley of 1907 does not give the usual amount of increase in malting. In former years this was from 10 to 15 per cent. For 1907 barley, it is understood to be 10 per cent, and in some cases hardly any at all. Then the brewer wonders why the maltster demands the price for the malt. Of course the maltster has no right to ask such high prices—that right belongs to the brewer, so as to enable him to sell his beer cheap, and reduce the quality of the same.

Short barley crops are of no benefit to either brewer or maltster. The brewer will cut the amount of malt to the lowest limit, and not keep any more beer in storage than absolutely necessary. I found this to be the case in many breweries. I am sorry that this should happen at this time, where it should be the aim of every brewer to better the quality of the beer. The maltster, on the other hand, will make many enemies of old customers who do not take into consideration that they had the best of the deal for years and years. Everything is lovely as long as the price of barley is on the up grade, but as soon as the price drops, then there is trouble, and the brewer finds all kinds of fault with the malt, and, although he has a contract for the season, he will buy malt from other maltsters where he can get it cheaper

than his contract, and put off the delivery of his contract sometimes for years.

It was high time the maltsters came together to put the business on a commercial basis.

What was the cause of such a mixed and lightweight barley? The cold and moist spring and summer started the barley to stool, which produced light and uneven heads, and the barley did not mature—was cut before it was ripe and not given a chance to mature in the straw. The result was the mixed, lightweight, unmaturing barley that germinated unevenly, and the malt gave a reduced amount of extract of inferior quality. This was the case in many of our best barley raising states.

In 1907 the states raising the best barley were in the following order: South Dakota, Minnesota, North Dakota, Wisconsin, Iowa, Kansas, Nebraska, New York, Ohio, Indiana. The last two states had mostly winter barley. Illinois and Michigan come last.

The years of 1907 and 1908 were marked by many disturbing factors, as the financial panic, the ever-increasing prohibition movement, the cold and moist weather. But I still believe that with all that we shall have an increase in the production of beer, and hope that the brewer will pay more attention to better the quality of the beer, and push the sale of bottle beer which goes into the home, and is the best temperance argument he can get. The "Hectoliterjagd" is responsible for much of his troubles.

The Eastern Indiana Grain Dealers' Association held a quarterly meeting at Mounds Park, near Anderson, on June 22. The dealers were accompanied by their families and the affair suggested a big family reunion. A score or more of big baskets of dinner were spread on long tables on the veranda of the park pavilion. During the afternoon the grain dealers had a short business session in the park band stand, when the wheat and other crop prospects, prices and other matters were discussed.

## OBITUARY

P. F. Spaulding died recently at Poughkeepsie, N. Y., aged 75 years. He was the founder of the Spaulding Elevator Co. at Warren, Minn.

Cassius M. Coyle of Gridley, Ill., died June 29 after an illness of several months. He was state representative in the Forty-fourth and Forty-fifth general assemblies. He was a banker and grain merchant.

John Asbury Studabaker, son of a pioneer resident of Muncie, Ind., died of dropsy in that city on June 14, aged 48. He was at one time associated with his father, who is still living, in the grain business, but later embarked in mercantile lines. A wife and one son survive him.

George E. Balcom, aged 65 years, a prominent stock and grain broker of Atchison, Kan., committed suicide at that city July 4 by shooting himself through the brain. He was a prominent citizen and a member of the city council. No reason can be given for his act. He leaves a wife and two married daughters.

Malcolm Morrison, agent for the Northwestern Elevator at Duluth, Minn., and a resident of that city for 17 years, met his death June 13 by being crushed between two cars while crossing the railroad tracks. Cars were being switched and he was caught between the bumpers. He left a wife, a son and three daughters.

Charles F. Cole, a prominent citizen of Huntington, Mass., died June 14 of heart disease with complications. He was 70 years old. In 1884 Mr. Cole bought the grain business then carried on in Huntington by M. R. and J. H. Fiske. This business he enlarged, adding hay and shingles and fertilizer, and successfully carried on same until his death. He leaves a widow and two children.

Willis J. Jennison, member of the milling firm of Gregory, Jennison & Co., and connected with several elevator companies, died at his home in Minneapolis, Minn., on June 11, after a short illness. He went to Minnesota in 1872 and to Minneapolis in 1893, since which time he has been prominent in the grain and milling interests of the Northwest.

Robert Muir, a well-known grain merchant of Winnipeg, Man., and head of the firm of R. Muir & Co., died suddenly on June 27. Mr. Muir was born in Ontario in 1850 and had been a citizen of Winnipeg for 30 years. He was engaged in flour milling and the grain trade since 1886. He was a prominent member of the Grain Exchange and his opinions were listened to with respect. In 1898 he occupied the president's chair and served in some official capacity for that organization almost ever since.

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**The Ellis Grain Drier**

The grain being divided into thin vertical columns of even thickness and the air currents operating on BOTH sides of the column, **EVEN DRYING** of the grain is assured.

See Next Page  
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## TRANSPORTATION

The Pennsylvania R. R. Co. has given orders to repair all box cars now standing on sidings, in order that the road may be prepared for a future demand for cars.

Complaints have been filed at Washington by the Milwaukee Chamber of Commerce charging that five railroads discriminated in favor of Chicago and against Milwaukee in handling grain.

Rates on grain and grain products from territory east of the Mississippi River have been made the same to St. Louis as to East St. Louis, and also from St. Louis and East St. Louis to consuming territory in the East.

An advance in freight rates of four cents a barrel on flour, three cents per 100 pounds on meat and two cents per 100 pounds on grain has been announced by railroads from Western points to Georgia, effective August 1.

The Supreme Court of Oklahoma in a decision handed down on June 23 affirms the exclusive power of the Corporation Commission to fix railroad rates within the state, subject to appeal from their action to the supreme court.

The transportation department of the Chicago Board of Trade announces that, "Effective July 27, 1908, the Chicago, Rock Island & Pacific railway has issued a tariff on grain from its territory in Iowa, Minnesota and South Dakota to Memphis, Tenn., Mobile, Ala., and when for export to New Orleans, La., via Chicago, with transit privileges, at rates equal to those made through other gateways. The rates are shown in C. R. I. & P. railway G. F. D. No. 19684-B and supplements Nos. 16 and 18 thereto, and are applicable via the Chicago & Eastern Illinois railroad and connections. By the use of this tariff this market can reach the southeastern and Carolina territories on an equality of rates made via St. Louis and other gateways. This tariff applies the transit rules of the joint rate inspection bureau."

### EXPORT RATES.

The advantages held by Montreal on export rates for grain, begun with the opening of navigation, has substantially destroyed the export business on grain via our Atlantic ports. All the grain exchanges on the coast are affected by a situation described by the New York Produce Exchange in a resolution adopted on June 17, as follows:

Whereas, The all water rate on grain from Duluth and Fort William, delivered f. o. b. to steamer at Montreal, including extra insurance, is 4.25c, while the rate from the same points via Buffalo to New York is 7.40c, a discrimination of practically 3½ to 4 cents a bushel;

Whereas, The lake and rail rate from Georgian Bay ports to f. o. b. Montreal is 4.75c, against 7.40c via Buffalo to New York or Boston, a discrimination of 2.65c per bushel;

Whereas, There is no doubt but that the rates now maintained by the trunk lines from Buffalo are operating to the serious detriment of this port, Montreal having booked since the opening of navigation 8,000,000 bushels, while New York has secured but a little more than 2,000,000 bushels;

Whereas, A number of steamers have already been withdrawn from the Atlantic trade and others will probably be taken off if the present conditions continue; therefore be it

Resolved, That a special committee be appointed by the president to confer with the proper railroad officials and to respectfully urge upon them the imperative necessity of immediate action in order that the present commerce from Montreal may be met and the export business through New York be restored.

This committee consisted of J. Ward Warner, chairman; James F. Parker, Yale Kneeland, William H. Kemp and A. C. Fetterolf. The last named represents the International Mercantile Marine Company.

The committee laid their case before the Trunk Line Association; but on June 26 that body that "the conditions of traffic and the high price paid for labor would not permit of any concessions at this time."

The trade on the Atlantic Seaboard has not given up the struggle for equalization; but up to now there is no appearance of success for them.

In the meantime, while the railroads refused to grant any concession on export grain rates, they have made a reduction of \$2 in the lighterage charge in New York harbor, on split cars, making the rate now \$1 for each extra delivery. Formerly the railroads made no charge for lighterage on export shipments, but last February they announced that \$5 would be charged thereafter on each extra delivery. This caused a protest from the shippers, and a special committee was appointed by the New York Produce Exchange to confer with the railroads and try to get them to withdraw the

charge. The railroads finally reduced the charge to \$3, but the committee was not satisfied and continued its efforts. On June 26, however, it announced that it was satisfied with the present reduction and would take no further action.

In this connection the New York Journal of Commerce says that the railroads are not wholly to blame for the situation, because the canal carriers' rates are only ½c below the rail rates, whereas it should be low enough to get the grain.

### STORAGE CHARGES IN TRANSIT.

The Interstate Commerce Commission recently decided an interesting point in the case of Chas. England & Co. vs. B. & O. R. R., ordering a refund of \$488.61 by the B. & O. R. R., this sum being the total of \$298.18 storage charges at West Fairport, O., and \$190.43 insurance on the grain in question while in store.

The facts are substantially these: In October, 1906, England & Co. bought 50,000 bushels of rye at Manitowoc, Wis., to be delivered at Baltimore. As the railroads were then crowded with business, a conference was had by England & Co. with the B. & O. people, on the basis of which the rye was sent through the lakes to West Fairport, where it was put into the B. & O. elevator on the understanding that it was to be forwarded therefrom as rapidly as cars could be obtained for that purpose. Although not so understood by the parties at the time, there was a tariff in force covering "insurance and storage on ex-lake grain at West Fairport," which contemplated that shippers, before making purchases of grain at lake ports, should make a previous arrangement, or contract, with the Railroad as to the time of shipment and quantity of grain, so that the Railroad might make its preparations for the necessary car equipment. The tariff provided that the responsibility of the Railroad for the grain would not begin until it was actually delivered into the elevator; that when a contract was made before the grain was taken out of the lake vessel into the elevator the grain would be considered "as for immediate shipment" unless otherwise ordered; in such case the defendant Railroad undertook to insure the grain at its own expense and to hold it without storage charges until it could conveniently supply cars for the movement; on the other hand, when the shipper ordered the grain to be held in West Fairport he could have free storage for ten days, but insurance for that period was to be charged against him as well as insurance and storage after the ten days; and when the grain was ordered out the rates then in effect were to apply.

[The rye was put into the elevator on November 17, 1906, and on November 19 England & Co. requested the defendant Railroad to expedite shipment as rapidly as possible: the first shipment went out on November 27 and others at intervals until January 19, when the last carload went forward.] The Commission's decision then continues as follows (we quote from a reproduction in the Traffic Record):

Such being the terms of the tariff then in force, what were the circumstances under which the complainant delivered the grain to the defendant and the defendant received it from the complainant? Was it received for immediate shipment or as a storage shipment? On that point there is a sharp conflict of testimony. The complainant insists that the grain was delivered to the defendant and received by it for immediate shipment. He contends, therefore, that it was held in storage by the defendant only for its own convenience and because of its inability to supply cars to move it; and therefore that the defendant had no right to make any charges against the complainant either for storage or for insurance. The defendant, on the other hand, asserts that it reached a definite understanding with the complainant that the grain was to be received as a storage shipment and not for immediate shipment; and that consequently the complainant was liable for the storage and insurance charges.

If good faith be attributed to all the witnesses who testified, and the record does not warrant us in not doing so, it is apparent that the minds of the parties never met with respect to this transaction. There can be no doubt that the agent of the complainant and of the defendant, in their conference on October 26, 1906, both understood that the grain could not immediately go forward. But a careful review of the whole record leads us to the conclusion that the complainant, desiring the rye as soon as he could get it, understood that the defendant would receive it for immediate shipment—that is to say, for shipment as promptly as it could conveniently supply the necessary cars to move it forward, and that the defendant, on the other hand, understood that the complainant would deliver the grain to it as a storage shipment. Counsel for the Railroad admits that on the

occasion of the conference nothing was said on either side about storage charges; and the defendant's division freight agent, referring to the same interview, says: "I am frank to say that the question of storage did not occur to me."

In a letter of the same date confirming the oral understanding arrived at between the parties the complainant states: "It is also understood that you do not agree to furnish cars for this grain in any stated time, but that movements will be made as rapidly as conditions will permit."

This statement is a fair definition of the phrase "as for immediate shipment," as understood in the local grain trade and as used in the tariff schedule of the defendant then in force. In explaining the distinction between an immediate shipment and a storage shipment counsel for the defendant on argument stated, what in substance appears in its published tariff, that an immediate shipment was where the grain was intended to go straight through to destination; in such case no delay is involved except for the convenience of the railroad in providing cars; and any delay therefore is at its expense with respect to storage and insurance charges. In the case of a storage shipment the grain is ordered by the shipper to be held in storage until he gets ready to have it go forward and so orders. There is nothing in the record indicating that the complainant desired the grain to be held in storage at West Fairport, or that he ever so ordered; on the contrary, the whole record indicates his desire to have the rye reach its eastern destination as soon as possible.

Without undertaking to analyze in detail all the correspondence between the parties or to examine further the testimony supplementing it, we are satisfied that although the shortage in the defendant's car equipment and the probability that the movement of the rye to destination would be delayed for some time were perfectly understood by the complainant, there was nevertheless no definite and clear understanding between the parties as to whether the grain was to be received by the defendant for immediate shipment or as a storage shipment, as those terms are used in the defendant's published tariff.

As the minds of the parties did not meet with respect to the nature of the transaction, on what theory may we arrive at a solution of the controversy? Rule 2 of the tariff referred to provides that "grain will be considered as for immediate shipment (as promptly as car supply will permit), unless otherwise ordered." In the absence of a definite understanding between the parties as to whether it was to be an immediate shipment or a storage shipment, we think that this rule must be applied. Certainly it cannot be said that the complainant desired or affirmatively ordered the grain to be held at West Fairport. And the mere fact that he understood that there would be a delay in getting cars to move the rye out of West Fairport does not of itself justify us in holding that he agreed that the defendant would receive it as a storage shipment and not for immediate shipment. A storage shipment under the rule referred to not only implies an affirmative order by the shipper to hold the grain in storage at West Fairport, but it requires an affirmative order for loading it out of the elevator and moving it forward to destination. Certainly the complainant did not order the grain held in storage, and the record shows that the defendant understood that it was at liberty at any time after receiving the grain to move it out at its own convenience and without further orders from the complainant.

After carefully considering the whole record, we have come to the conclusion that under Rule 2 of the tariff and in the absence of a definite understanding between the parties, the defendant must be held to have received the complainant's rye as for immediate shipment; for it is not affirmatively shown to have been "otherwise ordered" by the complainant as provided in that rule. Having received the grain for immediate shipment the defendant was under the obligation, according to the terms of its tariff schedule, to supply cars for the forward movement as rapidly as its convenience would permit, and in the meantime to insure and store the grain at its own expense. This view requires us also to hold that the \$488.61 paid by the complainant to defendant in order to secure the delivery of the grain to him at destination was an overcharge and must be repaid to the complainant. It is proper to add that the defendant's tariff then in force covering the storage and insurance of ex-lake grain at West Fairport was not a lawful tariff in that while providing for storage it failed to fix the amount of the storage charges or to establish, by reference to other tariffs or otherwise, any specific basis for estimating the charges. The tariff now in force in that behalf is defective in the same respect and ought immediately to be amended. In its present form the tariff is unlawful.



## The CO-OPERATIVES

The Farmers' Elevator Co. at Colton, S. D., ran behind \$700 on last year's crop.

The Farmers' Elevator Co. of Milroy, Minn., hopes to "break even" in the past year's work.

The Farmers' Elevator and Fuel Co., Seaforth, Minn., netted a loss of \$462.60 on last year's crop.

The Farmers' Elevator Co., Clara City, Minn., used all their 1907-1908 profits to pay old debts.

The Fairmont Farmers' Elevator Co., Fairmont, Minn., had to pass its dividend on last crop year's work.

The Bird Island Farmers' Elevator Co., Bird Island, Minn., closed the year in debt, as it did in 1906 and 1907.

The Farmers' Milling and Elevator Co., Ellendale, Minn., has increased its debt limit from \$1,000 to \$5,000.

The Farmers' Elevator Co. at Bridgewater, S. D., has levied an assessment of \$15 per share, payable immediately.

The Farmers' Elevator Co. at Seneca, Ill., netted a loss on last crop year's work of \$4,850 and discovered a book shortage of \$18,000.

The Farmers' Co-operative Elevator Co., Iowa Falls, Ia., handled 158,321 for the crop year to June 1. It has abandoned the live stock business.

The Farmers' Terminal Elevator and Grain Co., Hankinson, N. D., has adopted a penalty rule of 1c with withholding of dividend checks until any such accrued fines shall be paid.

The Farmers' Grain Co., Devils Lake, N. D., is devoting its surplus to "purchasing or building elevators at points where there seems to be a demand for a farmers' elevator."

W. G. Ruby of Augusta and J. Y. Callahan of Enid were elected president and secretary respectively of the Oklahoma Independent Grain Dealers' Association at the annual session at Enid, on June 15. Only a few members were present.

The Farmers' Grain and Supply Co. at Spokane, Wash., is the largest organization of the kind in the Pacific Northwest. It has over 1,400 stockholders, and operates 20 warehouses in the Inland Empire, most of which are on the Washington Central Ry.

The annual meeting of the New Ulm Farmers' Elevator Co. was held at New Ulm, Minn., on June 20, but reporters of the local papers were excluded. It appeared that the company handled 62,000 bushels of grain, 3,800 bags and over 1,000 tons of coal, as well as salt, but was not able to pay its 260 shareholders a dividend.

The Farmers' Grain Co. of Pleasanton, Neb., during the past crop year handled 139,563 bushels of grain at that station and made a net profit of \$1,537.31 or 30 per cent, of which \$610 was paid out in dividends. The remaining \$927 was expended in grain dividends to the shareholders, who were sold only 44.4 per cent of the grain handled by the company. This gives stockholders a 27 per cent dividend.

Secretary W. C. Macfadden of the Independent Grain Shippers' Association told that body at its Devil's Lake meeting in June that a commission house and a hospital or cleaning elevator would be established at the head of the lakes. "The committee appointed to organize a commission company," said Mr. Macfadden, "made their report, showing that a large block of stock had been sold, and assured the delegates that it would only be a matter of weeks until a cleaning house would be established."

Net profits not expended in dividends: Farmers' Elevator Co., Wanamingo, Minn., \$1,000; ditto at Union, Ia., small; Fr. Co-operative Grain and Elevator Co., Manson, Ia., \$1,700 on business aggregating \$136,700; Fr. Elevator Co., Olivia, Minn., \$673.44 on business aggregating \$86,441.39; O. Fr. Elevator and Mercantile Co., Owatonna, Minn., amount not given, called "good;" Piper Fr. Elevator Co., Calhoun Co., Ia., \$2,391.89; Fr. Elevator Co., Hayfield, Minn., \$500, "a pleasant surprise;" Allison Fr. Elevator Co., Allison, Ia., small surplus; Fr. Elevator Co., Morgan, Minn., \$400; Co-operative Elevator Co., Hutchinson, Minn., small amount, (\$27.41), carried to surplus; Fr. Elevator Co., Lamberton, Minn., \$800.

Dividends reported: Farmers' Elevator Co., Pukwana, S. D., 30 per cent and \$1,000 to surplus; Fr. Terminal Elevator and Grain Co., Hankinson, N. D., 20 per cent; Fr. Mill and Elevator Co., Hankinson, N. D., 20 per cent, with premium of 2c on all grain sold by stockholders; and \$1,000 to surplus; Fr. Grain Co., Devils Lake, N. D., 6 per cent; Fr. Elevator Co., Dickey, N. D., 50 per cent and 19 per cent to surplus; Fr. Elevator Co., Canton, S. D., 20 per cent and 2½ per cent to surplus; Page Fr. Elevator Co., Page, N. D., 7 per cent on business aggregating \$441,000; Jolley Fr. Ele-

vator Co., Jolley, Ia., 50 per cent; Fr. Elevator Co., Pratt, Kan., 75 per cent; Fr. Elevator & Coal Co., Austin, Minn., 15 per cent; Fr. Elevator Co., Westbrook, Minn., 10 per cent; Fr. Elevator Co., Vermilion, S. D., 15 per cent; Fr. Elevator Co., Sherwood, N. D., 12 per cent; and sinking fund to give shares a value of \$3.50; Fr. Elevator Co., Lafayette, Minn., 15 per cent; North Star Grain Co., Springfield, Minn., 20 per cent; Hedron Elevator Co., Hedrum, Minn., 25 per cent; Fr. Elevator Co., Winthrop, Minn., 5 per cent; Fr. Elevator Co., Hurley, S. D., 20 per cent; Fr. Elevator Co., Buffalo Lake, Minn., 10 per cent.

The Manitoba Grain Growers' Association, at a meeting held in June, adopted the following resolution: "Resolved, That having carefully considered the bill introduced in the Senate to amend the Manitoba grain act, we express our hearty appreciation of the proposed amendments in so far as they relate to the handling of grain at initial points, but wish to express our disappointment at no provision being made to remove the control and operation of the terminals from the grain dealers; and we reiterate the representations already made by the delegation of Western grain growers to the government, that no system of supervision will effectively prevent the tampering with and mixing of grain in store or in passing through those elevators while they are operated by those interested in the grain; and, further, that nothing short of the operating of the terminal and transfer elevators by the government will properly safeguard the grain in transit from being subject to manipulation, or will be satisfactory to the Western grain growers or restore public confidence in the result obtained at those elevators; and, further, that a clause be inserted in the act to make the hypothecating of stored grain to a bank, by a warehouseman, a criminal offense."

### GRAIN MARKET IN MOROCCO.

At the first glance one of the big grain "stores" on a busy day gives the impression of a simple primitive style of business. Singly or in groups, camels, each with four or five hundredweight of grain in the palmetto sacks which they carry, swing slowly into the open yards, and, at a word from the driver and a tap from his stick at the back of the foreleg, drop to their knees with a smash which ought to break every bone in the kneejoint, and grumble furiously till the loads are rolled from their backs. Before breakfast several hundred camels may have reached one "store," and half a dozen loud-voiced measurers, scooping at the grain as hard as they can, seem to make little impression on the little hills of variously colored grain through which camels and men have to thread their way.

This bringing of grain in such profusion into the "stores" seems a simple enough business, but to secure the supply requires considerable organization. Each merchant, for instance, is at the head of a large number, perhaps fifty or more, of "protected" Moors. These men are officially recognized as his agents, and they are to some extent secure from the oppression of the Moorish government. Many of them live in places perhaps fifty or a hundred miles distant from the coast, and are frequently the most influential men in the tribes to which they belong. Trading sometimes with their own money, sometimes with money or goods supplied by the merchant who "protects" them, they act as channels through which produce, often from remote places in the Atlas, is conveyed to the "store" for which they work, and in return they look to the merchant who employs them for help in all their troubles—legal, political and financial.

Only a man of considerable personal influence and knowledge of the country can obtain the best men for his agents, and these will only do good work so long as the prestige of their employer, and his power to render them efficient help in their troubles, remain undiminished.—Living Age.

If hot winds do not injure the grain, northern Idaho expects a bumper crop. In the Nez Perce, Vollmer and Grangeville sections conditions are exceptionally favorable.

Under an enactment of the last general assembly in Connecticut the "bucket-shops" in that state ended their business June 30. The penalty for violation of the law is a fine of from \$500 to \$1,000 and imprisonment of not more than a year.

Who would have predicted that the receipts of oats in this market for the first six months of the year would exceed by 3,000,000 bushels the receipts of like period last year? Especially noteworthy because the receipts of corn were 20,000,000 bushels less. Even in June the arrivals of oats were 135 cars more than in June, 1907, while the arrivals of corn were 8,023 cars less.—Pope & Eckhardt Co., July 1.

See Next Page

# 3rd

**The Ellis Grain Drier**

Owing to the enormous grain surface exposed to the air currents, drying can be done at a temperature as low as 110 degrees Fahr., and NOT destroy the capacity of the Drier.

747 Postal Telegraph Building, Chicago



## FIRES-CASUALTIES

The Atlantic Elevator at Tenney, Minn., was struck by lightning in a recent heavy storm.

The Fox Elevator at Sinclair, Ill., was struck by lightning recently, which left a large hole in it.

The Pacific Elevator Co.'s elevator at Belview, Minn., was damaged to the extent of \$50 by lightning July 5.

The W. W. Cargill Co.'s elevator at Delevan, Minn., was recently destroyed by fire. It was insured for \$4,500.

The Duluth Elevator at Auburn, N. D., was struck by lightning June 27, and burned to the ground. It contained some grain.

The Richmond Elevator at Emmett, Mich., was lifted from its foundations by a severe storm on June 9, and may have to be torn down.

Horner Bros. sustained a fire loss of about \$20 at their elevator at Caruthersville, Mo., June 17. Insurance is carried to the amount of \$5,000.

Considerable damage was done recently by the wind to the elevator at Nashua, Minn. The roof was partly blown off and the office damaged.

The Hampton, Ill., grain elevator was destroyed by fire June 24. The loss is estimated at \$5,000, with \$4,000 insurance. The fire originated in the cob house.

E. H. Reed's elevator at St. Paul, Neb., was struck by lightning on June 15 and considerably damaged. It is a new one, having been erected only last year.

The Botsford-Jenks Elevator Co.'s elevator at East St. Louis, Ill., was slightly damaged by lightning recently. Insurance is carried to the amount of \$110,000.

The Alma Elevator Co. at Alma, Mich., sustained a total fire loss on June 12. The cause of the fire was unknown. Insurance was carried in three companies amounting to \$2,500.

The large grain elevator at Gilboa, Ohio, owned by Dean & Co., was totally destroyed by fire June 24. It started in the cob house from an unknown cause. The estimated loss is \$15,000.

At Clarks Grove, Minn., an elevator was blown to the ground, crops pelted down by hail, and \$100,000 worth of damage done to property in and about the town during a storm on June 22.

The West Side Elevator at Talbot, Ind., was burned down on June 23. It was owned by F. A. Vant, and was valued at \$6,500, partially insured. About \$600 worth of corn was destroyed. Cause of fire unknown.

The Clearwater, Minn., elevator and warehouse of the Dakota Elevator Co. were burned to the ground June 20. The fire is believed to have been the work of an incendiary. The loss is \$3,000, with partial insurance.

During a storm of June 18 the grain elevator of M. Stephenson & Son at Sargeant, Minn., was struck by lightning and burned to the ground. Insurance was carried to the extent of \$5,000. Mr. Stephenson will rebuild at once.

The Diller (Neb.) Farmers' Grain Co. suffered a loss during the high water in June through 500 bushels of high-priced corn and wheat getting wet. The grain was stored in the lower bins of the elevator that extend into the basement.

The big grain house of G. S. Tutt at Boonville, Mo., burned down June 15. Sparks from a passing train are thought to have started the fire. The building was empty, but is quite a loss to its owner, as it was a very substantial structure.

The Duluth Elevator at Gilby, N. D., was burned to the ground June 16, together with 3,000 bushels of wheat and a small quantity of flour and feed. The capacity of the elevator was 30,000 bushels. The loss is several thousand dollars, covered by insurance.

The Turner Hudnut Co. of Pekin, Ill., sustained damage to the extent of \$150 to its elevator at Easton, Ill., during a severe electric storm on June 20. Insurance of \$4,500 is carried in the Michigan Millers' and in the Millers' National Insurance companies.

Fire destroyed the elevator of D. H. Curry & Co. at New Holland, Ill., on June 27. It is supposed that a spark from an engine ignited a bird's nest in the top of the elevator. The loss is said to be covered by insurance. The elevator contained about 1,500 bushels of oats.

East Boston's waterfront for a quarter of a mile was destroyed by fire on July 8, including the Boston & Albany Grain Elevator, one of the largest in New England, and several piers. The loss is estimated at \$1,020,000, of which the Boston & Albany sustains a \$1,000,000 loss, the insurance amounting to about \$850,000. The elevator was almost empty. Its capacity was 500,000, and only 21,000 bushels was stored in it at the time. The

cause of the fire is not known. The elevator and all the piers will be rebuilt.

The elevator of James A. Goudy at Stanton, Minn., was burned on June 14. The fire was believed to have been caused by sparks from a locomotive. About 300 bushels of grain was in the elevator. Insurance on the plant amounted to \$3,200, and on the stock to \$1,500.

The grain elevator of W. H. Luesing & Co., at Louisville, Ky., was destroyed by fire June 22. It was a frame structure, covered with corrugated iron, four stories high. The loss on the building is estimated at \$4,500 and on the stock \$2,000, both losses partly covered by insurance.

Inkster Bros.' elevator at Dickey's, near Kankakee, Ill., was burned down on June 25. The fire was caused by friction in the cogs of the machinery, which had become overheated by almost continuous use. Three box cars, one of which had been loaded with grain, were also destroyed.

An old Chicago landmark known as the City Elevator, located at Thirteenth Street and the river, was totally destroyed by fire on the evening of June 15. The building was empty and was being razed in order to widen the river at that point. It is reckoned that the salvage in the elevator would have brought \$25,000. It was built 25 years ago.

The feed store and warehouse of the R. B. Liles Grain Co. at Colorado Springs, Colo., were destroyed by fire on June 11, entailing a loss of \$20,000. The hay and grain, valued at \$6,500, was not insured, but the building, valued at \$13,000, was insured for \$9,000. The warehouse will be rebuilt. The fire is thought to have been of incendiary origin.

Fred Cash's grain elevator, two miles from Hume, Ill., together with 25,000 bushels of oats and 4,000 bushels of shelled corn, owned by Bartlett, Kuhn & Co. of Terre Haute, Ind., was destroyed by fire on June 8. The loss on the elevator is \$10,000, with \$8,000 insurance. The grain was valued at \$14,300 and was partly insured. The fire is believed to have been incendiary.

The big flour mill of the Cornishville Milling Co. at Cornishville, Ky., and the elevator, sawmill and corncrib adjoining, were totally destroyed, on June 15, by fire of unknown origin. The loss is estimated at \$12,000, with only \$6,000 insurance. W. H. and O. H. De Baun were the principal owners. A large quantity of wheat was in the elevators. The owners are undecided as to rebuilding.

The elevator at Atkinson, Ind., owned by L. Greenwood and Robert Bell, was totally destroyed by fire June 29. The exact loss is not known, but the insurance amounted to \$8,000. Within two days following the date of the fire the elevator was to have passed into the hands of Messrs. Bauman, McConnell and McClellan, and the deal was practically closed. The price was to have been \$14,000. Three carloads of grain were in the elevator when it burned.

The little town of Pukewana, about 50 miles west of Mitchell, S. D., was nearly wiped out of existence by a tornado on June 27. It lasted about five minutes, but in that time absolutely destroyed nearly fifteen stores and residences, blew down two large elevators and did not leave one house that was not wrecked to some extent. Hail accompanied the tornado and completed the work of destruction, ruining all the crops of the entire country passed over. No estimate of the damage, which was large, could be secured.

Duluth, Minn., suffered a loss of \$1,000,000 by fire, on June 26, which started in Elevator D, owned by the Consolidated Elevator Co. A small explosion, the origin of which cannot be accounted for, was quickly followed by the bursting of flames through the roof of the elevator. The theory was advanced by officials of the company that the fire might have been started by friction in the machinery, probably in one of the upper stories. Sparks may have fallen into piles of the dry grain dust, causing the explosion which spread the fire. The elevator was totally destroyed, also No. 1 dock and sheds of the Northern Pacific, which burned to the water's edge. It was only by the greatest vigilance and extreme effort that other surrounding property was saved. The elevator was valued at \$300,000, and contained 377,000 bushels of wheat, valued at \$403,390; 227,000 bushels of flax, valued at \$274,670, and 7,000 bushels of barley, valued at \$3,360. The total loss to the Consolidated Company is estimated at \$981,420, covered by a total insurance in many companies of \$1,087,000 on buildings and \$511,000 on grain. The company is mostly controlled by Boston capital, and George Spencer of Duluth is the president. The elevator will be rebuilt at once. The debris was still burning five days after the fire, and it was stated that the work of rebuilding would begin as soon as the ruins were cool. There were a number of bidders for the damaged grain (the salvage from which goes to the insurance companies), the Brooks Elevator Co. of Minneapolis bidding \$40,000 for it.

## LATE PATENTS

Issued on June 9, 1908.

Grain Door for Cars.—Walter S. Williams, Clinton, Ill., assignor of one-third to William Hastings and one-third to Charles W. Pifer, Clinton, Ill. Filed November 27, 1907. No. 890,002. See cut.

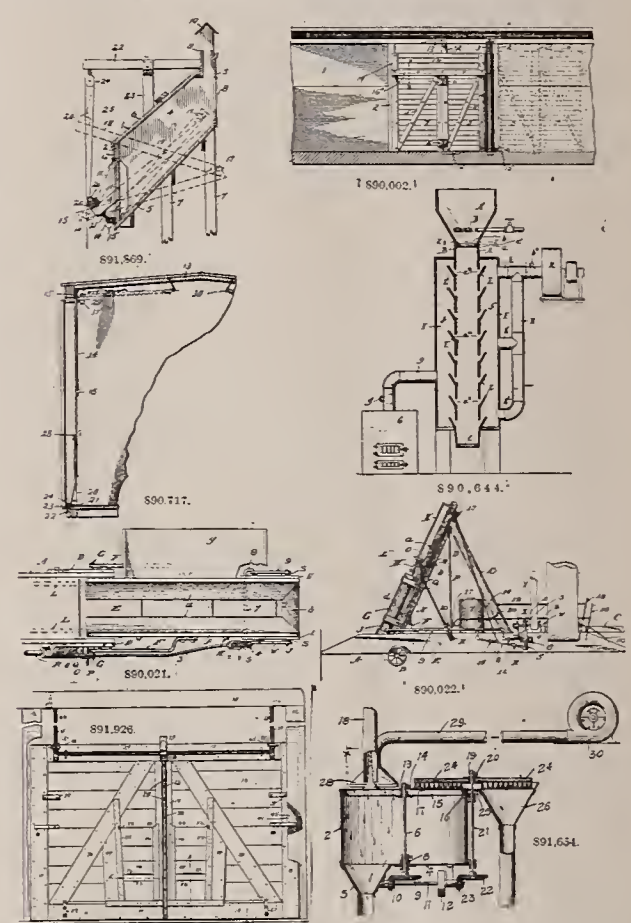
Portable Grain Elevator.—Joseph E. Camp, Washington, Ill., assignor to Camp Bros. & Co., Metamora, Ill. Filed April 8, 1905. No. 890,021. See cut.

Grain Dump.—Joseph E. Camp, Washington, Ill., assignor to Camp Bros. & Co., Metamora, Ill. Filed June 15, 1905. No. 890,022. See cut.

Belt Conveyor System.—Joseph B. Monette, Providence, Ill. Filed February 17, 1908. No. 890,292.

Issued on June 16, 1908.

Apparatus for Bleaching Grain.—William L. Harvey and William Tweedale, Chicago, Ill. Filed February 24, 1904. No. 890,644. See cut.



Grain Door.—Frank T. Slayton, St. Joseph, Mo., assignor to Bender Car Door Co., Kansas City, Mo. Filed March 23, 1907. No. 890,717. See cut.

Machine for Drying, Scouring and Cleaning Grain.—Henry P. Crockett, Battle Creek, Mich., assignor to Alanson M. Keeney, Augusta, Mich. Filed October 21, 1907. No. 890,758.

Issued on June 23, 1908.

Grain Screening Machine.—Anthony H. Baenen, Jamestown, N. D. Filed November 25, 1907. No. 891,654. See cut.

Feed for Grain, Ore and Mineral Separators.—William Gray, Lincoln, Neb. Filed October 23, 1906. No. 891,688.

Issued on June 30, 1908.

Seed Hopper.—Oscar W. Severson, Mabank, Texas. Filed August 8, 1907. No. 891,869. See cut.

Grain Door.—Edgar B. Gilleland, Topeka, Kan., assignor, by direct and mesne assignments, of one-fourth to David Bolick and one-fourth to J. A. Rosen, Topeka, Kan. Filed November 19, 1907. No. 891,926. See cut.

The elevator of the Union Grain and Coal Co. at Anderson, Ind., was damaged by fire, June 12, to the amount of about \$10,000. The cause of the fire is unknown. It started near the ground in the dust chute, which, being open through to the top of the elevator, afforded a draft and the fire soon broke out at the roof, entirely destroying the top story. The value of cement as an outside covering for buildings was demonstrated by this fire, as the cement coating saved the elevator from utter destruction by preventing the spreading of the flames. About 2,000 bushels of wheat and corn were damaged, and the machinery at the top of the building was ruined. The insurance totals \$22,000.



[For the "American Elevator and Grain Trade."]  
**FROM THE INLAND EMPIRE FIELDS.**

BY A. W.

Reports received in Spokane are that fall wheat is heading out all over the Walla Walla valley and the ranchers are making preparations for the harvest and its numerous problems. From 1,500 to 2,000 men from outside the valley will be needed to harvest the crop during July and August, and just where the men are to come from is a problem that farmers are trying to solve. Usually farmers from the Palouse, miners from Idaho, and homesteaders from the newly settled districts make up most of the large number of men who stay through the season, but this year the report is that men are short in the mining sections because of the closing down of mines last fall, and the harvest in the Palouse country will be nearly as early as that in the Big Bend district, while usually there is about a month's difference in the time of ripened grain. There is but little reason to fear a shortage from the districts where men are building homes on government land, but the two other sources are certain to be short of the usual number of men supplied.

Miners enjoy the change from underground to surface work, even with the increased hours daily, and recuperate in the grain fields of Washington and Oregon. While the hours are long, the wages are correspondingly high. Men usually receive from \$2 to \$6 a day, with board, and lodging is always provided in tents and in straw stacks. The harvest hand figures on clearing every dollar of his wages, as he has practically no expense from the day he starts work until he leaves the field.

Two hundred and fifty of the 1,400 stockholders of the Farmers' Grain & Supply Co., operating twenty warehouses in the Pacific Northwest, met in Spokane and elected officers for the year. The company is the largest of its kind operating in the Northwest. Most of its houses are in central Washington, through which it handles a large share of the grain products of the Pacific states.

Twenty-five cars of bags are being received in the Spokane country in time for next fall's harvest in eastern Washington. These bags are made in Calcutta from Indian jute. The price this year is lower than it has been for years. In addition to the Calcutta product shipped to eastern Washington, the state penitentiary at Walla Walla will furnish 500,000 sacks this year. These bags have been sold at \$6.90 a hundred, while the Calcutta bags are \$7.30. With the usual freight added the price is on a par with that charged for the imported product. In some cases the grain is taken from the field by the combined thrashers, and in half a minute after the head of grain is separated from the stalk the grain is being run into sacks, ready for delivery to the warehouse.

The Hammond Milling Co. has just completed a 60x120-foot grain warehouse at Krupp, Wash., west of Spokane, T. C. Hunter of Reardan being placed in charge. It is reported that E. D. Thompson of Duluth is backing the company. This makes the sixth grain company in business at Krupp.

The Quincy Elevator Co. is building a 25,000-bushel elevator in Odessa, Wash. It will be constructed with a view to doubling the capacity within a year.

# For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address  
 JAMES M. MAGUIRE, Campus, Ill.

### FOR SALE.

Newly equipped elevator, 10,000 bushels' capacity, in the city of Owosso, Mich., one of the best bean sections of the state. Three railroads. Bean-picking room, capacity 30 girls. Price right. Address  
 H. H. AINSWORTH, Owosso, Mich.

### FOR SALE.

Several desirable elevators situated on the C. M. & St. P. and C. G. W. Rys.; also terminal elevator K at Minneapolis. Address

SHEFFIELD MILL & ELEVATOR CO., Chamber of Commerce, Minneapolis, Minn.

### FOR SALE.

A 10,000-bushel elevator in eastern Nebraska. Equipped with 10-horsepower gasoline engine, No. 35 Barnard & Leas Cleaner, steel loading spouts, two sets Howe Wagon Scales, one Howe Hopper Scale; corn cribs for 6,000 bushels of ear corn. Doing a good business. Address

W. B. BANNING, Union, Neb.

### FOR SALE.

Elevator and lucrative business. Elevator capacity, 75,000 bushels; all latest improvements, with electric power, etc.; large grain warehouse; large fireproof brick hemp house; coal and grain business. Situated in the best of the Blue Grass region, Georgetown, Scott County, Ky. Only elevator in county; annual wheat production, 400,000 bushels. Georgetown has a population of 8,000. Three railroads in our yards. For particulars address

OFFUTT & BLACKBURN, Georgetown, Ky.

## MACHINERY

### FOR SALE.

One No. 37 Howes Oat Clipper, good as new. Address

THE ADY & CROWE MERCANTILE CO., Denver, Colo.

### FOR SALE.

One No. 5 Eureka Oat Clipper in good repair. THE CLEVELAND GRAIN CO., Cleveland, Ohio.

### ENGINES FOR SALE.

Gasoline engines for sale, 5, 7, 10 and 20 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

### FOR SALE.

A 20-horsepower Otto Gas or Gasoline Engine; just rebuilt. Price, \$300.

MURRAY IRON WORKS CO., Burlington, Iowa.

### FOR SALE AT A BARGAIN

Several old-style No. 3 grain separators. New; never been used. Need the room and will close out cheap.

JOHNSON & FIELD MFG. CO., Racine, Wis.

### FOR SALE.

Two J. Mohr & Sons 85-horsepower boilers in good condition. Address

H. P., Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

### FOR SALE.

One 7-horsepower McVicker and one 35-horsepower Columbus. Nearly new; can be seen in operation at our factory. An extra bargain before removal.

J. F. SCHULZ, Box 176, North Chicago, Ill.

### FOR SALE.

Two U. S. Moisture Testers (Greiner make with glass flasks) for gas; slightly used, but good as new, \$25 each.

HESS WARMING & VENTILATING CO., 909 Tacoma Bldg., Chicago, Ill.

### MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

# 4th

Corn handled through the **ELLIS DRIER** IS NOT BROKEN OR DISCOLORED, owing to the low temperature used.

**ELLIS DRIER COMPANY,**  
 747 Postal Telegraph Building, Chicago



**FOR SALE.**

Gasoline engines; one 54-horse Fairbanks-Morse; one 28, one 16, one 12, 2, 8 and 25 horsepower Sterling Charter. All sizes and prices in small sizes.

A. H. McDONALD, 62 W. Monroe St., Chicago.

**FOR SALE.**

Two No. 8 Monitor Dustless Warehouse Separators, fully equipped with all screens necessary for cleaning wheat, barley, oats and flax. These machines are as good as new and have given excellent service. We also offer one country elevator "weighing-in" scale, complete, 60,000 pounds' capacity. Also one power unloading shovel. These last-mentioned articles would be most suitable for a country mixing house or mill. Address

GEO. C. BAGLEY ELEVATOR CO., 54 Chamber of Commerce, Minneapolis, Minn.

**SCALES****FOR SALE.**

Richardson Automatic Grain Sacking Scale, in good condition, at a bargain. Address  
PENDLETON GRAIN CO., St. Louis, Mo.

**SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**ELEVATORS WANTED****WANTED.**

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

**GRAIN AND SEEDS****NEW SEED WHEAT WANTED.**

Of varieties Poole, Nigger, Gypsy or Early Ripe. The J. E. WING & BROS. SEED CO., Mechanicsburg, Ohio.

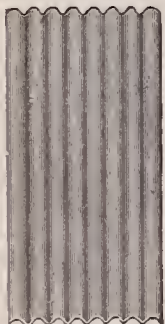
**ALFALFA SEED.**

Northern-grown; non-irrigated. While it lasts we will guarantee the seed which we now have to be free from dodder and trefoil. Right prices. Also choice stocks of cow peas.

THE J. E. WING & BROS. SEED CO., Mechanicsburg, Ohio.

**ROOFING AND SIDING.****SYKES STEEL ROOFING CO.**

114 W. 19th Place, Chicago

**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

# GRAIN RECEIVERS

**PITTSBURG****D. G. Stewart & Geidel**

GRAIN, HAY AND FEED  
RYE A SPECIALTY

Office 1019 Liberty St. Pittsburgh, Pa.

Proprietors Iron City Grain Elevator. Capacity  
300,000 bu.

**HAY and GRAIN**

We want to hear from shippers of hay and grain. Our direct service to large consumers in this district enables us to get top prices for good shipments. Liberal advancements to consignors.

DANIEL McCAFFREY'S SONS CO.  
PITTSBURGH, PA.

References: Washington Nat. Bank. Duquesne Nat. Bank.

**MINNEAPOLIS**

**F.H. PEAVEY & CO.**

MINNEAPOLIS,

GRAIN RECEIVERS MINN.

Consignments Solicited.

MILLING WHEAT A SPECIALTY

**Marfield, Tearse & Noyes**

Inc.

GRAIN COMMISSION

CONSIGNMENTS AND ORDERS FOR FUTURES  
SOLICITED.

Offices: Chicago, Milwaukee, Minneapolis, Duluth.  
Private wires: Chicago and New York.

511-514 New Chamber of Commerce, Minneapolis, Minn.

**DETROIT**

A. S. DUMONT R. C. ROBERTS R. L. HUGHES

**Dumont, Roberts & Co.**

RECEIVERS GRAIN SHIPPERS

Chamber of Commerce  
DETROIT, MICH.

Merchants Exchange  
DECATUR, ILL.

Consignments Solicited.

Ask for our Bids and Quotations.

**CAUGHEY & CARRAN**

DETROIT, MICH.

Grain and Seed Merchants and Commission

OUR SPECIALTY: OATS AND CLOVER SEED

We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal  
advances.

OFFICES: 620 to 624 Chamber of Commerce

ELEVATOR and SEED HOUSE: Corner 14th and Baker Sts.

**FREMONT****Nye, Schneider, Fowler Co.**

GRAIN DEALERS

Corn for Feeders. Milling wheat a specialty.  
both winter and spring. Write for samples  
and prices. Shipment via C. & N. W. R. R.

General Offices

FREMONT, NEB.

**MILWAUKEE**

O. MOHR, Mgr.

G. C. HOLSTEIN, Sec'y-Treas.

**Mohr-Holstein Commission Co.**

29 Chamber of Commerce

MILWAUKEE

Sample Grain a Specialty

BRANCH OFFICES AT CHICAGO, MINNEAPOLIS

CHICAGO

MINNEAPOLIS

**J. V. LAUER & CO.**

Grain Commission

BARLEY A SPECIALTY

Ship us your next car

Chamber of Commerce

MILWAUKEE, WIS.

**The Franke Grain Company**

Receivers and Shippers of

GRAIN AND MILL-FEED

Rooms 43-44 Chamber of Commerce  
MILWAUKEE, WIS.

**OUR SPECIALTIES:**

Malting Barley

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Redmond Cleary Com. Co.

Established 1854

Incorporated 1887

Grain, Hay, Mill Feed and Seeds

Chamber of Commerce, St. Louis, Mo.

**SLACK-FULLER GRAIN CO.**

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OF

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CONSIGNMENTS SOLICITED

208 Merchants' Exchange

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**NEW YORK CITY****BROOKLYN HAY & GRAIN CO.**

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SEND FOR OUR DAILY CIRCULAR; IT'S FREE

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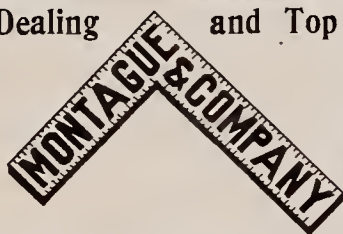
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requires unusually close attention this  
season because of its condition and be-  
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6 Board of Trade

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 BARLEY, OATS, WHEAT, CORN, RYE  
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 Write us freely on all matters pertaining to grain and field seeds.  
 Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

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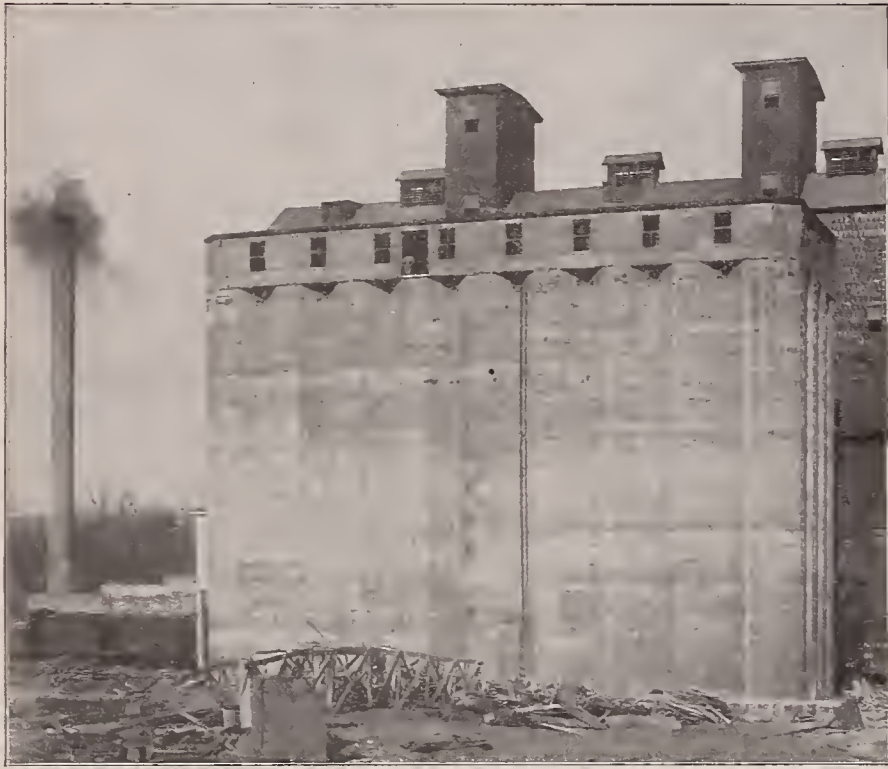
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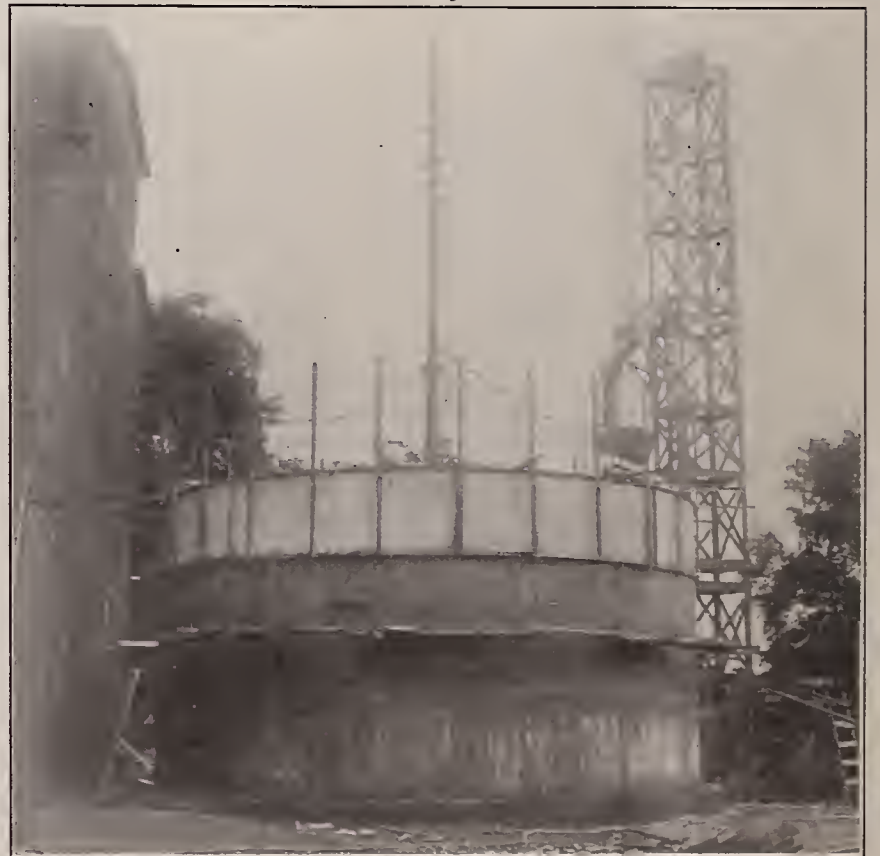


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This elevator is of an entirely new type throughout, originated, designed and constructed by

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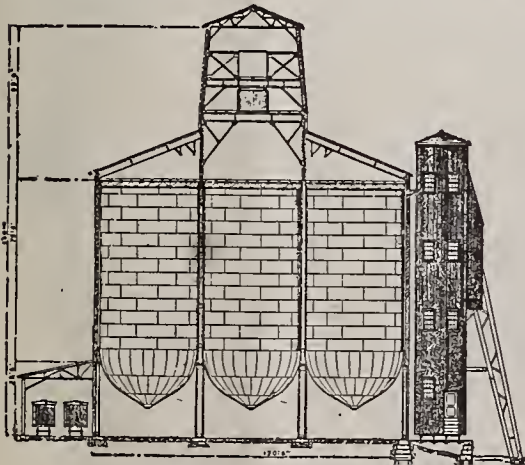
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Risks in force, \$7,000,000.00

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ASSOCIATION OF ILLINOIS**  
ALTON, ILL.Wrote...\$5,348,463.75 insurance last year  
Paid .....\$110,724.14 in losses last year  
Added.....\$24,230.30 to surplus last year  
Assessed only 45% of basis rates last yearIf you want the best of insurance  
at the lowest cost, write to us.Insurance in force.....\$10,158,139.43  
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MUTUAL FIRE INSURANCE  
COMPANY****DES MOINES, IOWA**  
ORGANIZED 1875Insures Mills, Elevators, Ware-  
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Losses Paid, - 1,339,403.60  
Saved to Policy Holders,  
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costing about one-half Stock  
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No conflagration hazard.

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nor power to operate.It causes the dump to settle down easily with-  
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this oil through a regulating valve, which can be  
adjusted to suit operator.Equip your dumps with them and avoid ac-  
cident in the handling of the coming crops.

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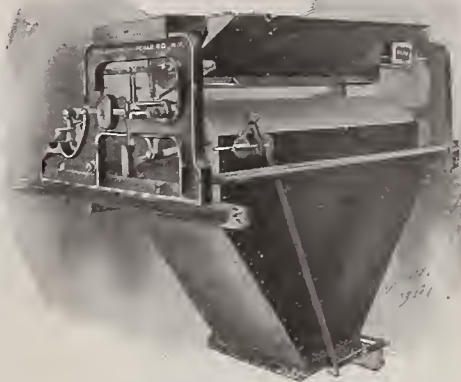
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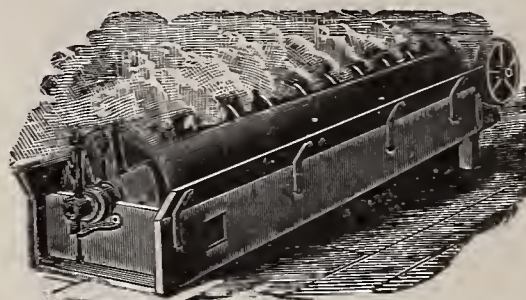
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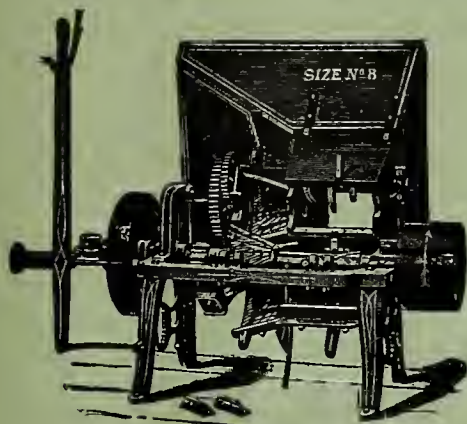
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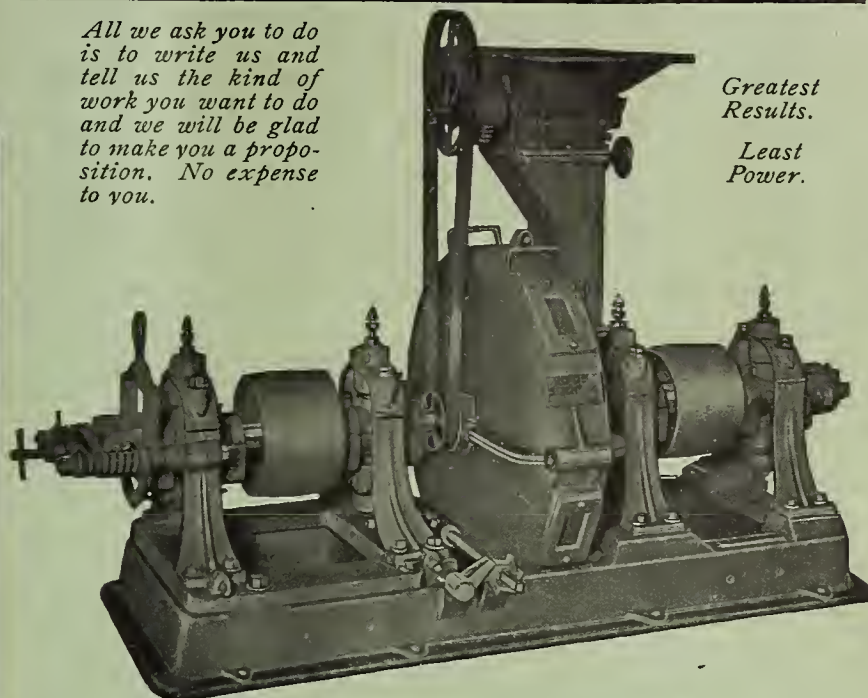
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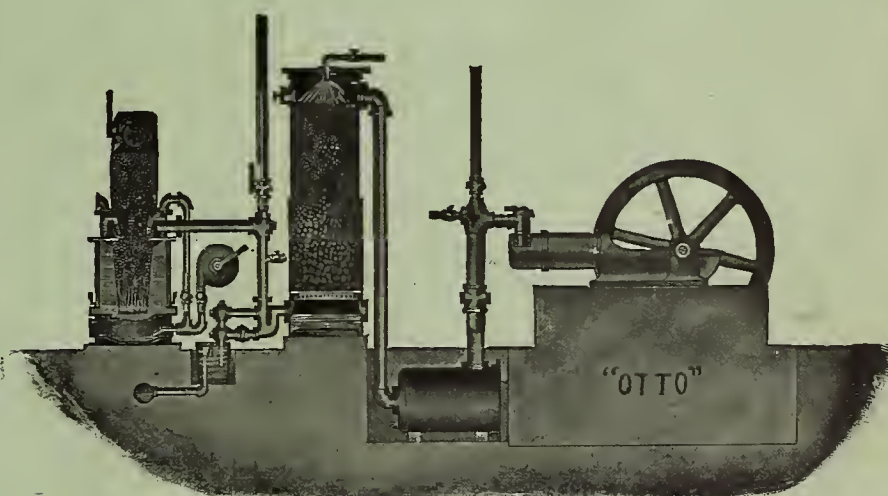
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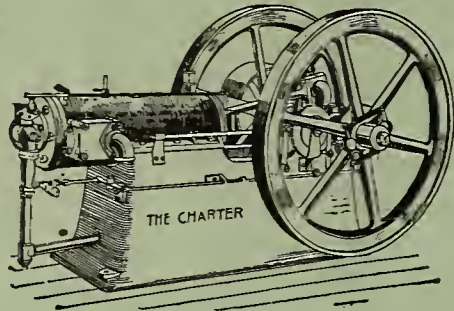
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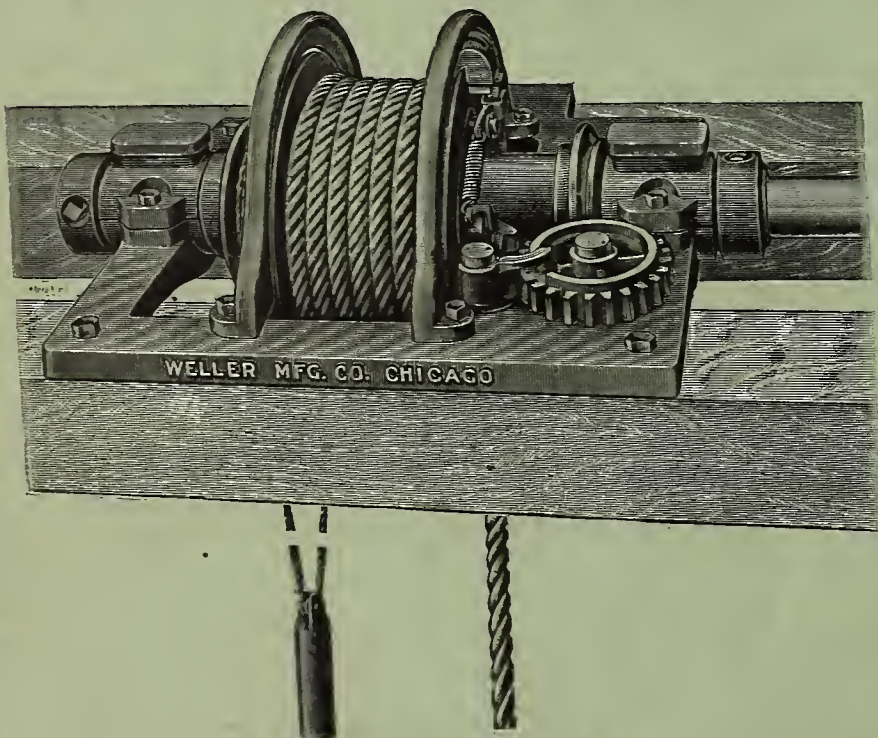
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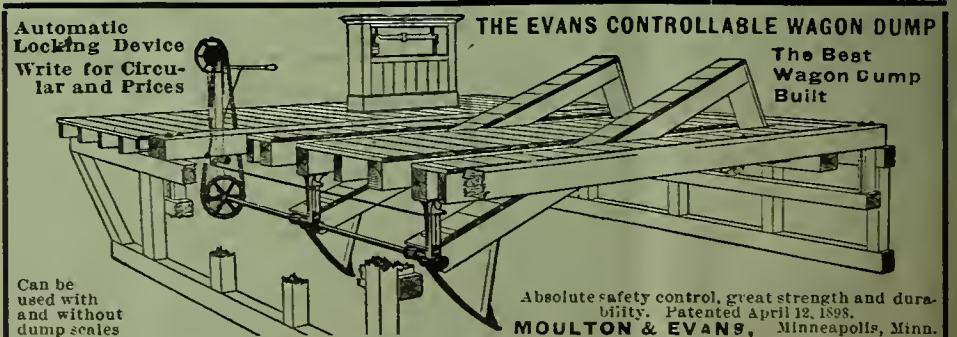
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